Ahamad Raza

PGDM in Marketing with Analytics Minor - Equipping for Sales & Service

THOMAS PROFILE COMPETENCIES

Negotiation Skills
Analytical Thinking
Planning & Organising
Strategic Thinking

TECHNICAL SKILLS & CERTIFICATIONS

MS Office- *Advance*
SPSS- *Intermediate*
Advanced Google Analytics- *Google Analytics Academy*
Advance Diploma in Computer Application- *ALMA*

INTERESTS & HOBBIES

Reading-*Non-Fictional Books*
Travelling- *Travelled 14 states*
Networking- *Public Speaker*

REACH ME AT

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https://www.linkedin.com/in/ahamad-raza-a70b621bb
Domicile
Buxar, Bihar

LANGUAGE

English, Hindi, Bhojpuri
(Reading, writing, speaking, and listening)
Sanskrit
(Reading & writing)
Arabic
(Reading)

CAREER OBJECTIVE

Result-driven individual with strong communication skills and a passion for sales. Seeking a challenging role in sales and business development to use my competencies, time management skills, and hard work ethic to increase sales and revenue maximization.

PROFESSIONAL EXPERIENCE

Organization: Buxar Diesel Center, Buxar, Bihar
Designation & Duration: Customer Relationship Manager- Self Employed, (54 Months)
Summary: Worked for Motor-Parts Business (Retail & Service), Responsible for Customer Acquisition, Customer Relationship Management, and Sales & Distribution of Motor Parts.

ACADEMIC PROJECT(S)

Organization: Okaya Electric
Topic: Request for Problem (RFP) Project for Okaya Electric Two-Wheeler EV
Objective: In the context of Electric Two Wheelers, relative perception of post-sales service, and factors that promote and inhibit the adoption in this category. *(Project in Progress)*

Topic: Research Incubation (RI) Project in IT/ITES Industry
Objective: How will the merger of L&T Infotech and Mindtree impact the services that each company offers, and what new services may be developed as a result of the merger? (Coopetition & Service-Overlapping) *(Project in Progress)*

Organization: Ridgetop Dental International Hospital
Topic: Proficiency in Business tools
Outcome: Solved the problem of Data Interpretation and Payroll Management of Ridgetop Dental International Hospital

PROFESSIONAL QUALIFICATION(S)

Post Graduate Diploma in Management in Marketing **| Analytics** Minor **|** Jagdish Sheth School of Management **|Class of 2024 | CGPA of 8.2**
Bachelor of Arts English Hons. **|** M V College**|** Veer Kunwar Singh University **|** 2020 **| 71%**

PAST EDUCATION

Higher Secondary with Science | Adarsh SR. Secondary School | 2017 | **56.4%**

Secondary School | Saraswati Vidya Mandir | 2015 | **CGPA of 9.4**

ACCOMPLISHMENTS & ACTIVITIES

- *Committee Coordinator* of Alumni Committee at Jagdish Sheth School of Management and ranked my committee into the top committee of JAGSoM along with this organised top events such as Milan, Brunch pe Charcha, and corporate guest lectures.
- *Team Leader* of Research Incubation, Request for Proposal (Capstone Project) and Corporate Mentorship group.