

SAJU MOHAMMAD KUNJU

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Driving license:- UAE, INDIA

Career Objective

To seek a position with an esteemed organization where my skills and enthusiasm can be fully utilized for the success of the organization and for the growth of my career and to be in a job where I could be shouldering a responsibility with zeal and dedication.

Professional Experience

Bolivia Concrete Carpenter(Manpower Supply) – Experience of 1 year (2019-2020) as Sales Executive.

Work Profile

- To visit client office and work site.
- Providing all the necessary documents to customer to perform smooth operation at site.
- Continue follow-up with existing as well as new customer for new up coming projects.
- Create solutions and ensure a smooth sales process.
- Prepares reports by collecting, analyzing, and summarizing information.
- Identify and obtain further sales and business development opportunities.

Mammoth Services (Manpower Supply) UAE (DUBAI) – Experience of 1 year & Pursuing (2017-2018) as Marketing Executive.

Work Profile

- To find out potential customer and communicated effectively to close sales .
- Developing new business by establishing contact & developing relationships with prospects.
- Collecting due payments.
- Maintain complete data record of existing customer & new customer data .
- Answering the phone and helped with queries/complaints, remaining professional at all time.

Savant Instruments Pvt. Ltd. – Experience of 2 year (2014-2016) in Business Development activities in industrial marketing.

Work Profile

- Sells products by establishing contact and developing relationships.
- Identifies product improvements or new product by remaining current on industry trends.
- Develop effective working relationships with customers through regular meeting.
- Provide regular feedback to senior management about marketplace and competitor activity.

Job Responsibilities

- **Business Development**
- **Maintaining and developing relationships with existing customers in personally and via telephone.**
- **Researching the market and related product.**
- **B2C sales involve direct selling to the consumer or end user**
- **Checking the quantities of goods on display and in stock.**

Academic Chronicle

- **Master's degree in Master in marketing Management (MMM) from Pune University, Maharashtra, India.**
- **Bachelor of Degree in commerce (B.com) from D Y Patil college Pune University Maharashtra, India**
- **Higher Secondary from Maharashtra Board examination India.**
- **SSLC from Maharashtra State Examination Board India.**

Professional Training

- **Attended the training program for SEO (search engine optimization services) online marketing.**
- **Diverse knowledge in using MS-Excel, MS-Word.**

Personal information

Date of birth	: 19-06-1985
Nationality	: INDIA (Maharashtra)
Religion	: Muslim
Marital Status	: Single
Father's Name	: Mohammad Kunju Abusali
Occupation	: Business
Permanent Address	: Sukhwani Imperial, Phase-1, A1/3, Morwadi, Pimpri, Pune- 411018

Declaration

I hereby declare that all the information's furnished above are true and correct to the best of my knowledge and belief. I shall present supporting documents as per the requirements.

Sincerely,

Saju Mohammad Kunju