**CURRICULUM VITAE**

MD. SHAMIM

Mob: 09810829587,9968390856

Email Id: shamimmdb2002@gmail.com

**CARRIER OBJECTIVE:**

To work with a world class organization contributing best of my skills and abilities for the Progress of company and work in challenging atmosphere which provide ample opportunity for growth.

**OVERVIEW:**

Building consumer preference &drive volumes identifying new stream for revenue growth and maintain relationship with channel partner to achieve referral business .An effective communicator with excellent relationship building and interpersonal skills.

**PROFESSIONAL EXPERINCE:**

**Designation: -** Sr.Sales executive (Inside & outside sale all over India)

**Company:-**

1. Canco Fasteners, from Nov. 2006 to October 2011, Delhi

1. State Enterprises A Unit of S.L.Fasteners pvt.ltd from Nov.2011 to till date Delhi

**Key accountability**

* To develop new customer
* **Seek add and expand client portfolios because I have lot of client accordance your products.**
* **Close interaction with the dealers, distributors to assist them to promote the product.**
* To maintain relationship with existing clients.
* To evaluate the enquiries from customers.
* Submit quotations/proposal to customers for order confirmation.
* Follow up of the quotations to get the customer feedback.
* Negotiation with the customers.
* Collection of the account receivable from the clients.
* Keeping record of the customers.
* Collection of data for market research.

**EDUCATION**

Passed 10th from Bihar Board Patna in 2000.

P assed I COM from B.I.E.C.Patna in 2002

Diploma in Export Import Management from Delhi FTDC in 2006

**PERSONAL INFORMATION**

Father Name : Abdul Rafey

Date of birth : 30 June 1985

Language known : Hindi, English, Urdu & Arabic, Bengali

Nationality : Indian

Address :E-1094/12 20ft road, Shri Ram colony,Khajuri, Delhi 110094

Current salary: 12lakh per annum

Date: Md.Shamim

Place: Signature