

K | M

KIFAYATH MANSOOR

MARKETING EXECUTIVE



DOHA, QATAR



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LANGUAGES

English

Hindi

Kannada

Malayalam

Urdu

EDUCATION

MBA

Center for Management Studies,
Jain University / Bangalore / 2020

BBA

DEPARTMENT OF COMMERCE,
MANIPAL UNIVERSITY /
Manipal / 2018

Organized and highly participative in nature with the mindset of failure is the stepping stone to success. I have 2 years of experience as a BDA for an EdTech company named cuemath.

Currently Freelancing as a marketing Executive for a Printing Press to understand the Qatar market and also simultaneously looking for a full-time Job opportunity.

Trained and Certified in SAP MM, SAP SD, and also Primavera P6.

WORK EXPERIENCE

Print World

Feb 2023 - Present
Doha

FREELANCER - MARKETING EXECUTIVE

1. Customer acquiring
2. Generating Leads
3. Closing sales
4. Client meeting
5. CRM
6. Price negotiation
7. Running campaigns
8. Generating Revenue

CUEMATH

Jan 2021 - Jul 2022
Bangalore

BUSINESS DEVELOPMENT ASSOCIATE

1. Sales and revenue generation
2. Telesales
3. Marketing campaign activity
4. Outlining strategies to increase organic funnel
5. Managing and catering to customer needs
6. Handling queries and CRM.
7. Handling Training
8. Sales pitch script writing

INTERNSHIPS

PRE-UNIVERSITY
MGM college / Udupi / 2015

CLASS 10TH,
BGS SCHOOL / 2013

LINKS

Linkedin:
<http://www.linkedin.com/in/kifayath>

SKILLS

Marketing

Customer Relationship Management

Planning

Strategic thinking

Team work

Communication skill

SAP MM

Primavera P6

SAP SD

CUEMATH
Jun 2020 - Oct 2020
Bangalore

SIMPL
Jun 2019 - Jul 2019
Bangalore

FIZZY FOODLABS
PRIVATE LIMITED
May 2017 - Jun 2017
Bangalore

BUSINESS DEVELOPMENT EXECUTIVE

- 1. calling leads and pitching our product.
- 2. onboarding teachers by selling our franchise to them.
- 3. generating revenue by achieving the given target.
- 4. following up and closing the sale.

OPERATION EXECUTIVE

- 1. calling customers and reminding them about the due date of payment.
- 2. following up with customers who have crossed the due date.
- 3. convincing customers and helping them to make payments.
- 4. reaching targets given.

SALES EXECUTIVE

- 1. field sales, visiting different outlets in the designated area,s and taking orders.
- 2. merchandising company's products on shelves of supermarkets and hypermarkets.
- 3. conducting free sampling of our product during weekends in different malls and crowded places.
- 4. generating revenue through sales and achieving targets.

COURSES

MICE
Oct 2022 - Dec 2023

EDU CADD
Aug 2022 - Aug 2023

SAP MM MODULE

PRIMAVERA P6

VISA DETAILS

Feb 2023 - Feb 2024

RESIDENTIAL VISA WITH NOC
QID AVAILABLE.