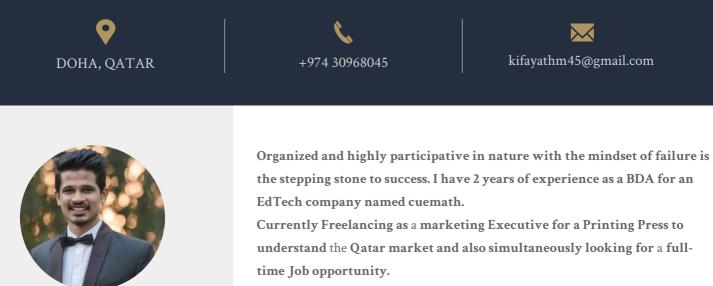
K | M

# KIFAYATH MANSOOR

## MARKETING EXECUTIVE



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

# LANGUAGES

English

Hindi

Kannada

Malayalam

Urdu

# EDUCATION

#### MBA

Center for Management Studies, Jain University / Bangalore / 2020

BBA

DEPARTMENT OF COMMERCE, MANIPAL UNIVERSITY / Manipal / 2018

# WORK EXPERIENCE

Print World

Feb 2023 - Present Doha

**CUEMATH** 

Bangalore

Jan 2021 - Jul 2022

#### • 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

#### 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 SAP MM MODULE

EDU CADD Aug 2022 - Aug 2023 SAT WINT WODOL

• PRIMAVERA P6

# VISA DETAILS

Feb 2023 - Feb 2024

### • RESIDENTIAL VISA WITH NOC

QID AVAILABLE.