

RESUME

M.A.Mujeeb Uddin
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Professional Summary

Forward-thinking business operations manager with 10+ years of experience, focused on supporting cross-functional teams to increase productivity and customer satisfaction. Retain strong leadership and interpersonal skills and advance strategic plans and sales objectives set forth by management. Develop policies to keep the organization's budget low including operations, maintenance and labor costs.

Core Qualifications

Goal-driven
People person Consultative selling
Active listening
Customer service mindset

Documentation

Mathematical aptitude
Rapport building
Financing options
Knowledgeable in Education sector

Accomplishments

Increased client retention and upsell rates by implementing target renewal strategies.
Won Top Salesman Award.
Earned significant bonuses every quarter.
Maintained above-average repeat business rates from established customers.

Educational profile:

- MBA(Finance & Marketing) in Medak College of Engineering and Technology at Kondapak, Siddipet District from JNTU.
- B.Com(Computers) in Govt. Degree College at Siddipet, Siddipet District from Osmania University.
- Intermediate with specialization Vocational Computer Science of Engineering at Siddipet, Siddipet District from Government Junior College.
- S.S.C from Government High School at Siddipet, Siddipet District.

Professional experience

- Working as an Area Business Manager at AstraGen India PVT LTD from July-2024 to till date.
- Worked as a Business Development Manager at AstraGen India PVT LTD from December-2021 to July-2024.
- Worked as HPCL Operation Manager from March-2018 to November 2021.
- Worked Finance Accountant in Universal cold store Dammam, K.S.A. from September-2016 to February-2018.
- Worked as a sales representative at Google from March-2014 to August-2016.
- Worked as a sales representative at Just dial from October 2013 to February-2014
- As a trusted advisor, build in-depth knowledge of clients, business priorities, challenges and initiatives that can be translated into education services opportunities
- Experience in selling Enterprise Software
- Experience in consultative selling services
- Proven experience in developing sales strategies, conducting cold calls, making sales presentations, closing techniques and developing service and pricing proposals
- History and demonstrable track record of achievement of revenue objectives
- Demonstrated ability to work with accounts' senior management and across functions within customer organizations to gain commitment, obtain resources and achieve desired results
- Filing and account relationship management experience with major account.

Award/ Achievement

- Recipient of outstanding business-plan award, at Shiva Shivani Business School, 2012.
 - Shiva Shivani B-school has organized a national level festival at their campus in which students from various B-schools like IIM, IBS and ISB participated and we have excelled throughout the competition and received Cash Award and Certificate.
- Recipient of Best Paper Award, at Paper Mania-12, at Indur Institute of Engineering and Technology, Siddipet- Telangana.
 - Paper Mania – 12 is a Unique Competition held at Campus in which students of various colleges around siddipet participated and my Paper presentation on Marketing Trends and Challenges has stood top in the Competition.
- Nominated as Business-Plan Award, at ICFAI Business School, 2012.

- **Declaration:**

I hereby declare that the details furnished above are true to the best of my knowledge and belief.

(M.A.Mujeeb Uddin)

Place : Siddipet

Date : 07-July-2025