



ALI AKABAR

WORK EXPERIENCE

Area sales manager – 04/2018 to 02/2020
Harbal care india , Jhansi (UP)

- Managing , training and motivating existing sales team to drive revenue growth.
- Develop and manage efficient distribution networks for sales.
- Develop efficient and creative sales and marketing strategies for the assigned territory and target setting for the sales team.
- Collecting customer and market feedback and reporting the same to the organization.

ACADEMIC CREDENTIALS

Dr. A.P.J Abdul Kalam technical university lucknow (up)

- MBA(Master of Business Administration) Year of Passing: 2018
- Current CGPA (till 7th Semester) : 7.9 CGPA

Schooling

- Graduation, L.N.D college Motihari Bihar, year of passing: 2015
- Class 12th, M.H.K college Motihari Bihar, year of passing 2012
- Class 10th, K.R high School, Year of Passing: 2010,

POSITION OF RESPONSIBILITIES

- **Area sales manager 2018 to 2020**
- Manages team of 20 sales personnel and 4 Sales Supervisors.
- Reviews projected P/L statement and develops strategies for the purpose of attaining or exceeding revenue targets.
- Conducts Process Improvement meetings to address problems, issues and other concerns of the sales team that may hinder achievement of quotas.

PERSONAL DETAILS

Name: Ali Akabar
Father Name: Mister Ansari
Date of Birth: 05/02/1995
Gender: Male
Nationality: Indian
Marital Statuse: Single

OBJECTIVE

I seek an opportunity to be an astute learner and the best performer in your organization. So that I can build an innovative career in your esteemed organization by using my skills and other significant talents.

ACHIEVEMENTS AND SKILLS

- Participated in vice presidents election competitions during college time and won 1st Runner Up.
- Participated in inter school comedy competition and won 1st Runner Up.

Technical Skills:

Computer skills, problem solving skills, result oriented
Team building skills, service- focused, MS office skills,
Leadership skills,

COMPETENCIES

- Good Communication skills,
- Leadership Qualities.
- Adaptability and ability to work under pressure
- Optimistic towards my work.
- Creative mind.

CONTACT

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Hobbies: Art and Craft, Reading Books, Listening Music, Dancing, , etc.,