



Firdous Ahmad Gujree

E-Mail:-jannatfirdous111@gmail.com

Address: - Awanta Bhawan 90 feet's soura

J&K Sgr 190001

Phone: +91-7006536330

PROFILE: TERRITORY SALES EXECUTIVE

Career Objective:

To be associated with a progressive esteem organization that gives me scope to work towards the growth of the organization. And utilize my education skills and provide ample professional growth.

Skill Sets:

1-year Diploma in Computer Applications.

AREAS OF EXPERTISE:

- Product management.
- Leadership Team Building.
- Negotiations.
- Customer Focus.
- Balanced Short- and Long-term thinking.
- Make tough resource allocation decisions.
- Develop and execute Sales plans.
- Anticipate Competitor moves.

Academic Profile:

Degree/Certificate	Board/University	Year of Passing	Passing Percentage
Ssc	JK Bose	1994	75%
Hr Sec	JK Bose	1996	60%
B.com	University of Kashmir	2000	75%

Experience:

- Working as Territory Executive in Jubilant Agri & Consumer Products Ltd. From (Feb 2022 to till date)
- Worked as Sales and Marketing Specialist in AkzoNobel from (Jan 2020 to Jan 2022)
- Worked as Production Manager in hybrid electronics from (Jan 2011 to Dec 2019)
- Worked as Sales and Marketing Specialist in Kashmir fabrics from (Jan 2006 to Dec 2010)

CORE COMPETENCIES:

- Solution Oriented approach to Selling.
- Seek to understand clients' needs beyond the obvious.

KEYTOOLS:

- A sense of urgency, committed and focused on the right priorities.
- Highly motivated, Smart and positive thinker, Excellent verbal and written English skills, creative, unique and have "Can do attitude.
- Proficient in MS Office and basic technology.

- Able to collect and analyze the information, digest facts/figures and quickly grasp technical issues.
- Self-motivated, persevering, Ethical professional, Pleasant, Confident and Professional Personal outlook and attitude. Excellent Communication skills.
- Committed to the highest standard of integrity, Capable of developing effective solutions, having dynamic approach to work and getting things done effectively.

Hobbies:

- Playing and Watching Cricket, Reading, Praying, Travelling.

Strengths:

- Systematic Hard working Interested in learning new things and Good communication, ability to work with team towards organization goals.

Personal Details:

Father's Name: Ghulam Hassan Gujree

Date of Birth: 01st June 1977

Languages Known: English, Hindi and Kashmiri.

Nationality: Indian

Marital Status: Married

Declaration:

I hereby declare that the above-furnished information is true to the best of my knowledge. Given an opportunity to work in your organization, I'll try to do my best to fulfil my responsibilities to your satisfaction.

FIRDOUS AHMAD GUJREE