

Mirza Sahabaj Beg

Address

#27 , 3rd Cross Road Kaveri Nagar, Kurubrahalli
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Career objective

To obtain a challenging position that will allow me to utilize my techno commercial skills and will also help me continue to develop and grow as a professional.

Work Experience (9 years of Sales experience in different segment's/sectors)

Company Name	Division	Products Handled	Designation	Year
Dulux Paints (Akzonobel India Ltd)	Decorative Paint Division ,Waterproofing, Admixture	All Kinds of Paints Products , Like Berger Putty, Primer , Paint, Waterproofing Products, Admixture Products	Area Project Head	Sep 2023 to Till Date
Berger India Ltd.	Berger Decorative Paint Division ,Waterproofing, Admixture	All Kinds of Berger Paints Products , Like Berger Putty, Primer , Paint, Waterproofing Products, Admixture Products	Seniour Sales Executive	Jun 2022 to Sep 7th
Nippon Paint India Pvt Ltd.	Decorative Paint Division	Nippon All Decorative Paints Product , Like wall putty, Primer Paint , Waterproofing	Sales Executive	Mar 2021 to Jun 2022
JK Cement	JK White Cement	Jk Wall Putty , Jk White Cement , Jk Gypsum Plaster, Jk Primer	Sales Executive	Mar 2019 to Nov 2020

Lunette Upvc Windows and Doors	Upvc Windows and doors	<i>Upvc windows and doors, upvc sliding door, upvc ventilator, upvc tophung windows, upvc opening doors single shutter and double shutter both.</i>	<i>Marketing Executive</i>	<i>Feb 2014 to March 2019</i>
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Educational Qualification

<i>Sl.no</i>	<i>Name Of the School/College</i>	<i>Degree/Diploma obtained</i>	<i>University/ Board of Education</i>	<i>Year of Passing</i>	<i>Class Obtained</i>
<i>01</i>	<i>Apex institute of technology (under UPTU)</i>	<i>B .Tech CSE</i>	<i>Utter Pradesh technical university</i>	<i>2008-2012</i>	<i>First class (73.4%)</i>
<i>02</i>	<i>MGS inter college Sultanpur</i>	<i>Intermediate</i>	<i>Up board</i>	<i>2002 - 2004</i>	<i>Second Class (53.4%)</i>
<i>03</i>	<i>MGS inter college Sultanpur</i>	<i>High school</i>	<i>Up board</i>	<i>2001</i>	<i>First Class (60%)</i>

Generic:

- *Excellent interpersonal skills*
- *Ability to work under pressure.*
- *Good personal & team management skills*
- *Strong Customer Focus & Adaptability & responsiveness to department*
- *communication skills in 3 languages*

(English, Hindi, Kannada)

Computer Proficiency

- *Word 2010*
- *Excel 2010*
- *Power Point 2010*
- *Social Media Marketing*
- *Search Engine optimization*
- *Website building by word press*
- *Domain and hosting mapping*

Key Responsibilities

- *Meet with builder, civil contractor, civil engineer, architect, to understand his requirement and deliver him best possible solution.*
- *Area wise scouting and generate requirement.*
- *Online marketing.*
- *Follow-up existing client and new client for new business.*
- *Handle stockiest / dealer to ensure delivery on right time.*
- *Generate New stockiest and dealer for new business.*

- *Price approval for new and existing project.*
- *To attend sales fair when it is require.*
- *Arrange DOA (demonstration of application) program for contractor.*
- *Arrange PAS (project application seminar) for builder so that they will better understand about our product range and quality standard.*
- *Arrange other activities increase number of painter.*
- *Payment follow-up with the client and ensure timely payment with client.*
- *Payment follow-up with stockiest.*
- *Team handling*

Major Project Achievement

- *Godrej Air*
- *Azim Premji University*
- *Brigade utopia*
- *World Trade Center*
- *Brigade Bricklane*
- *Brigade Twin Tower*
- *Brigade Park Side East*
- *DSR Parkway*
- *DSR RR Avenue*
- *DSR Vertex Apex*
- *DNR Casablanca*
- *Mahindra life space*
- *Tata housing*
- *Ahad opus*
- *Vaisno lotus*
- *Saibya infrastructure*
- *Smd altezz*
- *Satwi thavil*
- *Cansa developer*
- *Arunodaya blue bells*
- *Maxworth reality*

- *Vspl pinnacle*
- *And so many others*

Personal Details:

<i>Father's & Mother's Name</i>	<i>Mirza Shamshul Haq Beg/Noori Begum</i>
<i>Date of Birth</i>	<i>10-08-1987</i>
<i>Preferred Location</i>	<i>Bangalore, Lucknow, Delhi</i>
<i>Languages Known</i>	<i>English, Hindi, Kannada</i>
<i>Hobbies</i>	<i>Play volleyball</i>
<i>Permanent Address</i>	<i>Vill-Manikpur-Meerapur</i> <i>Post-Kurebhar</i> <i>District-Sultanpur</i>

I hereby declare that all the above mentioned details given by me are true to best of my knowledge and belief.

Date: 22/2/2023

Place: Bangalore

(Mirza Sahabaj Beg)