**Sarfaraj Ahmad**

**Address: C/o Income Tax Advocate Md. Ayub**

**Mahadeva Road, Arrah , Biscuit Factory Street, Bhojpur- Bihar-802301**

**CONTACT NO:- 7004879699,7654247415**

**e-mail-sfraz.ahmad7@gmail.com**

**Looking for a carrier with Reputed,Professional & Growth oriented organization with P. G in H.R.D from Patna University with about 4years of Team Handing and operational work Experience**

**Current Company Profile**

**CEAT Ltd since 15th Sep 2019 till date**

The flagship company of RPG Enterprises was established in 1958. Its predecessor Cavi Elettricie Affine Torino was established in Italy in 1924. Today, CEAT is one of India’s leading tyre manufacturers and has presence in global markets, and has a capacity of over 95,000+ Tyres per day. CEAT offers tyres to all segments and manufactures radials for: Heavy-duty Trucks and Buses, Light Commercial Vehicles, Earthmovers, Forklifts, Tractors, Trailers, Cars, Motorcycles and Scooters as well as Auto-rickshaws

**Role:**

* Truck tyre promoter, Channel Sales, New Fleet Appointment.
* Meeting customers on regular basis for product knowledge and driver training.
* Establishes productive, professional relationships with key personnel in assigned partner accounts.
* Coordinates the involvement of company personnel, including support, service, and management resources, in order to meet partner performance objectives and partners expectations.
* Meets assigned targets for profitable sales volume and strategic objectives in assigned partner accounts.
* Proactively leads a joint partner planning process that develops mutual performance objectives and Target achievement
* Proactively assesses, clarifies, and validates partner needs on an ongoing basis.
* Sells through partner organizations to end users in coordination with partner sales resources..
* Leads solution development efforts that best address enduser needs, while coordinating the involvement of all necessary company and partner personnel.
* Ensures partner compliance with partner agreements.
* Drives adoption of company programs among assigned partners.
* Deliver customer presentations and attend sales meetings and partner conferences.
* Assist in partner marketing activities such as tradeshows, campaigns and other promotional activities.

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**Previous Organizational Work Experience**

**SIT Associsate:** Since 10th January 2014 till30th July 2016.

**Destiny Services Pvt. Ltd:** Since 15th August 2016 till 30th May 2019.

**Key Competencies**

* Activity planning and execution.
* Claim Empowered for complaint management.
* Channel Sales, Sales Targets Achievement, Customer,New Fleet Appointment, Tracking Competitor Activities, Branding building activities.

**Key Achievements**

* Successfully increased TBR sales in Muzaffarpur area.
* Successfully increased depth of TBR tyres in dealer counter.

**Academic Overview**

* PG in H.R.D from Patna University.
* Done Graduation B.B.A from Maulana Mazharul Haque Arabic & Persian University, Patna in the year 2011 with 67.42% marks.
* Intermediate from Maharaja Collage Arrah in the year 2008with 49 % of marks.
* High School from H. P.D Jain School, Arrah, in the year 2006 with 53% marks.

**Personal Dossier:**

**Father’s Name-** Mr.Nasim Ahmad

**Mother’s Name-** Mrs.Khurshida Begum

**Date of Birth:** 21st August 1991

**Location Preference**: Anywhere in India, Willing to travel & relocate.

**Language Known** :- English & Hindi & Regional Language

**Declaration:**

I hereby declare that the above information is true according to my knowledge

**SARFARAJ AHMAD**