

## PERSONAL DETAILS

- **Name:** Quazi Imranuddin
- **Contact No:** 8055701777
- **Date of Birth:** 27/06/1994
- **Marital Status:** Single
- **Languages:** English, Hindi, Marathi
- **Email IDs:** quazi54321@gmail.com / Imranquazi683@gmail.com

## CAREER OBJECTIVE

"To fulfill organizational commitments by being resourceful, innovative, and flexible in achieving professional growth, ensuring that my sustainability at work reflects my personality."

## Key Skills

- Digital marketing strategies
- Social media management
- Content creation and marketing
- Customer relationship management (CRM) systems
- Sales forecasting and budgeting
- Project management methodologies (e.g., Agile, Scrum)
- Data analysis and interpretation
- Presentation and public speaking skills
- Negotiation techniques

## Personal Strengths

- Resilience and ability to thrive under pressure
- Problem-solving and critical thinking skills
- Creativity and innovation
- Time management and organization
- Leadership and teamwork
- Attention to detail
- Flexibility and openness to change
- Empathy and emotional intelligence
- Integrity and ethical decision-making
- Cultural sensitivity and diversity awareness

**Job Title:** Marketing Executive

**Company Name:** ORRA Fine Diamond Jewellery

**Location:** Aurangabad, Chatrapati Sambhaji Nagar

**Dates of Employment:** June 5th to April 9th, 2024

## Key Responsibilities:

- Managed marketing activities for ORRA, one of India's premier jewelry retail chains, with 86 stores across 39 cities.
- Updated walk-in sheets, consolidated data, managed Google reviews, and collected feedback.
- Planned ATL and BTL activities, Event management, catchment analysis.

- Initiated cross-promotional tie-ups with 15 renowned brands such as Marks & Spencer, Apple Store, Mamaearth, Venhusen, among others.
- Drove sales through cross-promotion partners via tie-ups and distributed conditional vouchers to generate walk-in sales closures.
- Established tie-ups with Wedding planners, Corporates, Automobile, and Social media influencers.
- Conducted ORRA brand promotions within malls and beyond, utilizing unipole hoardings, big-screen promotions, and social media advertisements.
- Implemented visual merchandising in-store in alignment with on-going campaigns.
- Facilitated tele-calling through various channels including CRM, digital leads, birthday calls, anniversary reminders, and spouse outreach, ensuring effective communication through the sales team while maintaining conversion rates and ROI data.

**Job Title:** Territory Manager

**Company Name:** Skoolbeep Tagsys Technologies Pvt Ltd

**Location:** Aurangabad, Chatrapati Sambhaji Nagar

**Date of Employment:** Since January 13, 2021 Till April 20 2023.

**Key Responsibilities and Achievements:**

- Managed a portfolio of 125+ schools across CBSE, ICSE, and State Boards for Skoolbeep, a leading Learning and Communication platform.
- Established and nurtured strong relationships with schools across Beed, Jalna, Sillod, and Ahmednagar.
- Conducted school visits to engage with Principals and Directors, presenting Skoolbeep's suite of products including communication apps, CRM solutions, and digital content.
- Managed the print business segment, particularly focusing on academic books aligned with CBSE & ICSE curriculum.

**Job Title:** Dealer Success Manager

**Company Name:** Girnar Software Pvt Ltd. (CarDekho.com) **Location:** Aurangabad, Chatrapati Sambhaji Nagar

**Date of Employment:** May 1 2019 – 31 Dec 2020

**Key Responsibilities and Achievements:**

- Facilitated daily meetings with Sales Head, Managing Director, and SPOCs to align strategies and ensure effective communication channels.
- Provided sales leads to new car dealership brands such as Ratna Prabha FORD, Soham Hyundai, Tata Motors, and Deccan Honda, fostering profitable partnerships.
- Orchestrated sales IVRS, ads, and lead generation activities, optimizing conversion rates and enhancing brand visibility.
- Assisted dealers in advertising on the website and app, crafting compelling artwork for upcoming launches and promotions.
- Conducted telecalling through SPOCs, rigorously assessing lead quality (hot, warm, cold) to drive walk-ins and boost sales conversions.

## EDUCATION QUALIFICATION

Qualification	College	Board/University	Year of Passing	Grade/Percentage
MBA	Millennium Institute of Management	Bamu University	2019	A Grade, 68%
B.Com	Dr. Rafiq Zakaria Campus	Bamu University	2016	53.23%
HSC	Maulana Azad College	Pune Board	2013	54.17%
SSC	Winners English High School	Pune Board	2012	61.20%

## TECHNICAL SKILLS

- MS CIT
- MS Word
- MS Excel

Place : Aurangabad, Maharashtra