

Mohammed Abdul Raheem

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CAREER ASPIRATION

- Want to Work with a Rapidly Growing Organization with a dynamic environment to achieve the goal of the organization with my best efforts.

EXPERIENCE SUMMARY

- A dynamic professional with around 2 years of experience in Business Development, Inside Outside Sales, Sales Management and Market Roles for Indian Market.
- Extensive experience in Lead Generation, In-depth Prospect/Account research. Responsible for identifying, prospecting, and securing business opportunities to support new revenue growth for the company.
- Evaluate Prospect's requirements consequently analyses potential opportunities for business through dedicated market research which helps in increasing the sales pipeline.
- Extending support to the on-site sales team in identifying the opportunities and tapping the business opportunities.
- Generate business leads through Personalized Email, Cold Calling, Tele Calling, Web Leads and various marketing campaigns.
- Mapping new business opportunities & requirements by working with cross-functional teams across the geographies.
- Proficient in generating leads across all industry verticals – Banking & Finance, Insurance, Healthcare, Retail, Energy & Utilities, Life Sciences, Media & Entertainment, Technology and Hospitality & Travel.
- Managing website with Wordpress keeping it updated with value added content.
- Keyword search for post, articles, pages, to rank in top searches in Bing, Google, Duckduckgo etc.
- Editing pictures, videos, and textual content for better user experience.
- Managing and Updating various content posted servers

PROFESSIONAL EXPERIENCE 1

Focus Softnet Pvt Ltd (www.focussoftnet.com)
Present Software sales Consultant

Feb 2021 To Jul 2022

Focus Softnet has evolved into a true multinational organization in 28 countries with 100+ Partner companies. We deal with the Software product of ERP, CRM, HCM, and other software-related Requirements.

Job Responsibilities:

- Handling medium and large-size corporate accounts for all their ERP, CRM, HCM, and other software related requirements.
- Increased the revenue generation by value creation selling approach by ensuring optimum product penetration.
- Experience in improvising customer engagement, Customer life cycle management, and Partner Management.
- Develop and execute Business Plan and Marketing Plans for ERP Business Applications in the work process with Peers.
- Interact with Business Users and ERP Heads, ERP Managers, Practice Heads
- Proactively initiate and engage Business Discussions with new prospects
- Work closely with Corporate Marketing to design and execute pre-agreed strategies built around developing new business growth.
- Drive the “Request for Quote” process with new prospects.
- Dealing with the Sales Life Cycle to monitoring every stage from Lead generation to Sales Order.
- Open business development dialog with strategic customers. My interest is to build a few large strategic accounts.
- Interface with existing strategic customers to solidify mutual expectations of performance and growth.
- Identify and attend trade shows and other business functions to keep abreast of developments in the marketplace, to find potential new business, and to market the company’s end-to-end solutions.
- Ability in generating repeat orders from existing customers.
- Coordinating with Implementation and Support Teams in Order to deliver best ERP experiences to our clients.

- Managing and Generating leads to turn into Opportunity to drive business.
- Try to build Connections with other Competitors agents and converting them as Resellers.

PROFESSIONAL EXPERIENCE 2

Rahbil Business (www.kayifamilystv.com)

July 2022 To Feb 2023

Content Creator

Rahbil Business is started by me & Bilal to create wonderful blogging websites experience in different niches like Islamic Turkish web series, Educational website, and many more.

Job Responsibilities:

- Handling website with the help of Wordpress and maintain the pages and posts.
- Tracking post on web, using Social media to drive traffic on the website.
- Familiarity with SEO and Google Analytics.
- Time management skills.
- Research Industry related topics.
- Connect Industry professionals and corporate their views and blog posts.
- Edit and proofread written pieces before publication.
- Identify viewers needs and recommend new topics.
- Measure web traffic to content.
- Update websites as needed.
- Using various Plugins for websites to achieve development
- Using Google translate to drive different geographical traffic in on the website.
- Maintain Video Content data on various servers.
- Managing Website each article post data in Word, Xl.
- Making value added content for amazing user experience.

EXPERTISE IN SKILLS

Cloud Services: Focus ERP | Centra HCM| Centra CRM| Wordpress| Oracle 10g| MS Office.

EDUCATION QUALIFICATIONS

M.B.A. Marketing – 2020 from Presidency School of Management Sciences affiliated to (Osmania University)

Bachelor of Commerce (Computers) – 2018 from B.J.R.G.D.C affiliated to (Osmania University)

12th Grade – 2015 from Safa Junior College - Board of Intermediate of TS.

10th Grade – 2013 from Anwar Uloom Boys High School - SSC.

PERSONAL DETAILS

Languages conversant: English, Hindi, Urdu

Date of Birth: 10th April 1997 | **Driving License:** Available (Indian)| **Nationality:** Indian | **Willing to Travel:** Yes

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