**Tufail Ahmad**

**Autodesk Certified User**

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**CAREER OBJECTIVES**

Seeking a position in an organization where I can display my technical abilities and knowledge to contribute for the growth of the organization simultaneously helping me to fulfill my carrier objectives and widen my knowledge in this rapid changing field.

**WORK EXPERIENCE**

1. Technical Inside Sales Executive in**TSS Information Systems Pvt Ltd** (Think Software Services LLC) (July-2017 to March-2019)

**RESPONSIBILITIES**

* Support all pre-sales activities of the company.
* Meet sales target identified by upper management.
* Provide detailed information about technical specifications of products marketed by the company.
* Write proposals and reports maintain.
* Help develop new business through networking and follow-ups.
* Attend to customer queries.
* Maintained Client Records.
* Great technical knowledge and understanding of various computer peripherals and software.
* Deal with Firewall, Endpoint Security, Networking, Infrastructure, Cloud Services (WannaGo Cloud).

1. Business Development Executive at **Associated Business Computers**. (March-2019 to August 2020).

**RESPONSIBILITIES**

* Researching organisations and individuals online to identify new leads and potential new markets.
* Pitching products and/or services
* Maintaining fruitful relationships with existing customers
* Researching the needs of other companies and learning who makes decisions about purchasing
* Contacting potential clients via email or phone to establish rapport and set up meetings
* Contacting clients to inform them about new developments in the company’s products
* Developing quotes and proposals
* Negotiating and renegotiating by phone, email, and in person
* Developing sales goals for the team and ensuring they are met
* CRM and stock management.

1. Inside Sales Representative at **Radius Systems Pvt. Ltd**. (August-2020 to November-2020). On Payroll Of Olx People, 3 Months Contract.

**RESPONSIBILITIES**

* Researching organisations and individuals online to identify new leads and potential new markets.
* Pitching products of Apple and/or services
* Maintaining fruitful relationships with existing customers
* Researching the needs of other companies and learning who makes decisions about purchasing
* Contacting potential clients via email or phone to establish rapport and set up meetings
* Contacting clients to inform them about new developments in the company’s products
* Developing quotes and proposals
* Negotiating and renegotiating by phone, email, and in person
* Developing sales goals for the team and ensuring they are met

1. Business Development Associate at BYJU’s The Lerning App. ( November-2020 - Present).

* Calling through lead squared to given leads.
* Matching the everyday target of talktime.
* Fix the session with parents and student.
* Attend the session on given slot.
* Close the sell in session only.
* Matching weekly and monthly sales targets.

**QUALIFICATION**

* B.Tech (ME),2016 from UP Technical University Lucknow
* Intermediate School,2012 from from UP Board Allahabad
* High School, 2010 from UP Board Allahabad

SKILLS

* Strong communication and IT fluency
* The ability to handle pressure and meet deadlines
* Attention to detail
* Excellent time management and organisation
* Able to provide quality leadership to a large team of sales people

DESIGN SOFTWARE SKILLS

* Auto Cad 2D & 3D.
* Solid works Basic and Advance.
* Knowledge of Application based software like Microsoft Office.

CERTIFICATION

* Auto Desk Certified User.
* Auto Cad Certification.
* Solid Works Certification.

**TRANING PROJECT**

* **NAME** :-Gear Manufacturing
* **DURATION** :- 4Weeks
* **ORGANIZATION :**- RACL Geartech Ltd.
* **TEAM SIZE :** 15 People
* **TECHNOLOGY** :-Gear manufacturing
* **DESCRIPTION :**- Gear manufacturing comprises the following processes:

1. Turning, 2-Broaching, 3-Teeth cutting, 4-Shaving, 5-Heat

Treatment, 6-Induction Hardening, 7-Grinding, 8-Gear Honing,

9-Sub-Assemblies, 10-Glass Bead blasting & Shot Peening

* **ROLE** :- Summer Trainig

**PERSONAL DETAILS**

**Date of Birth** : 12th March, 1995

**Father Name** :Mr. Iqbal Ahmad

**Gender** : Male

**Marital Status** : Single

**Languages :** English and Hindi

**Date :**18-Feb-21 **Place** : Delhi