Mohammad Akram

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PROFILE

Self-motivated and success-driven business development executive with experience in solution selling and new business development. Eager to support. with superb knowledge of multichannel processes, including online marketing and value-added services. With an MBA in Marketing and Human Resource has successfully completed internship in two market oriented projects. Creative, collaborative, adaptive and result-oriented.

WORK EXPERIENCE

Business Development Executive
Techno Ivy Digital Marketing Solutions
Duration : Jan/2022 – Dec/2022

- Promoted services and signed up new customers.
- Explained services, providing knowledge, and setting expectations for customers.
- Built and maintained relationships with key contacts at potential clients, consulting partners in order to get access to new opportunities.

Sales and Account Executive
KEERTHI TRADERS (Dealers in Spices and Dry Fruits)
Duration: 5/Dec/2021- 20/Dec/2021

- Maintaining Monthly Sales and Purchases
- Created and updated spreadsheets and presentations for weekly, monthly and quarterly updates
- Developed relationships with customers, vendors
- Maintaining files and client information

Freelance Academic Consultant
Student Career Guidance
Duration : Feb 2020/Aug 2020

- Served as independent consultant in reputed College's and Universities in Mangalore.
- Provided academic career guidance and proposal support including Scholarship assistance, documentation and solutions to students.
- Business development support to partner consultancy.

PROFESSIONAL & TECHNICAL SKILLS

- Communication Skills
- Clerical Skills
- Detail Oriented
- Administrative Support
- Digital Marketing & Marketing Analytics
- Documentation
- Accounts Management: Tally ERP
- Microsoft Office (Word, Excel, PowerPoint, Outlook)
- Poster and Flyers Editing : Photoshop CS , Adobe spark post

EDUCATIONAL QUALIFICATION

SRINIVAS INSTITUTE OF MANAGEMENT STUDIES, MANGALORE Master of Business Administration (MBA), Marketing (Dual - HR) ***Internships*** ➢ Project on "Customer perception on Plastic products with special reference to Deccan Plastics at Mangalore. Duration one Month (05/04/2019 to 25/04/2019) ➢ "A Study on Bajaj Motors at Supreme Bajaj Automobiles, Puttur" (Summer internship). Duration one Month (16/06/2018-15/07/2018)	2017 - 2019
ALVA's EDUCATION FOUNDATION- MANGALORE, KARNATAKA Bachelor Business Management (HRM)	2014– 2017
ST'JOSEPH PRE-UNIVERESITY COLLEGE –MANGALORE,KARNATAKA PU in Commerce	2012- 2014
ROSA MYSTICA ENGLISH MEDIUM HIGH SCHOOL (SBSE), MANGALORE,KARNATAKA SSLC	2010- 2012

PERSONAL DETAILS

- **Address** : Al Sadd, Qatar
- **DOB** : 18/12/1996
- **Email** : gmohammedakram@gmail.com
- **Contact** : +974 70046820
- **Languages Known** : English, Hindi, , Malayalam, Arabic (reading-writing)

- **Weekly Pursuits:** Volunteering for social activities, constantly in touch with Daily News , Watching documentaries, Reading Books (History, Religious), Listening to Podcasts, In touch with Current Affairs and Trends.