



ASAD ALI

UNDER POST GRADUATE (MBA)

kurwai, District Vidisha, MP, 464224

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SOFT SKILLS

- Quick Learner
- Responsible
- Communication Skills

TECHNICAL SKILLS

- Financial Anal
- Market Research
- Strategic Planning
- Risk Management

LANGUAGES

- English
- Hindi

PERSONAL DETAIL

Date of Birth : 08/05/2001

Father's Name : Mr. Shamsher

Current Address : Ashoka Garden, Bhopal, MP, 462023

CAREER OBJECTIVE

To enhance my educational and professional skills in a positive and dynamic workplace and to contribute in the growth of organization and the society.

EDUCATION

Master of Business Administration

Current CGPA 7.5 2023-25

Bachelor of Science

Government College of Kurwai, District Vidisha

63.82% 2019-2022

12th MP Board

Nehru Memorial High Secondary School, Kurwai

68% 2019

10th MP Board

Supreme Convent High Secondary School, Kurwai

56% 2017

EXPERIENCE

Title :- Asistant Manager at Hero MotoCorp PVT Ltd.

Experience :- November 2023 to Present

Description :- I have six months of experience from Hero MotoCorp, in Bhopal. Specializing in marketing and accounting. In my role, I demonstrated proficiency in product development, market analysis, project management, etc, contributing to the company's objectives and growth. With a keen understanding of the automotive industry and a track record of success.

Title :- Sales Manager at Hero MotoCorp PVT Ltd.

Experience :- June 2022 to October 2023

Description :- I have one year five months of experience from Hero MotoCorp, in Kurwai, District Vidisha, M.P. As a Sales Manager at Hero MotoCorp, I am responsible for overseeing various aspects of the sales process, ensuring smooth operations and customer satisfaction. My key responsibilities include:

- **Account Management:** Managing accounts of dealerships and maintaining strong relationships with key stakeholders to drive sales and meet targets.
- **Sales Operations:** Strategizing and implementing sales plans to maximize revenue generation. Monitoring sales performance and implementing corrective measures when necessary.
- **RTO and Insurance Coordination:** Coordinating with regional transport offices (RTOs) and insurance providers to facilitate vehicle registration and insurance processes for customers.
- **Customer Handling:** Providing exceptional customer service by addressing inquiries, resolving complaints, and ensuring a positive customer experience throughout the sales process.
- **Team Leadership:** Leading and motivating a sales team to achieve individual and collective targets. Providing guidance, training, and support to enhance team performance.
- **Financial Management:** Overseeing financial transactions related to sales, including invoicing, payment collections, and reconciliation.
- **Market Analysis:** Conducting market research and analysis to identify trends, opportunities, and competitive threats. Utilizing insights to develop effective sales strategies.
- **Compliance:** Ensuring compliance with company policies, industry regulations, and legal requirements in all sales activities.

WORKSHOP

Title : Marketing Research

Duration : 1st to 3th April, 2024

Description : This workshop can provide me with insights into market research techniques, including qualitative and quantitative research methods, survey design, data analysis, and interpretation. Practical exercises and projects can I apply market research concepts to solve marketing challenges.