**Syed Zafar Buland Equbal**

**Address:** Sir Syed Colony, Near DAV School Malighat,

Muzaffarpur-842001

**E-Mail:**equbal1981@gmail.com

**Mobile:** +91-9709911336

**Carrier Objective**

To prove up my capabilities and to work in a challenging role where I can use my skills in the growth of self and the organization.

**Experienced Overview**

**Industry buying Monotaro Pvt. Ltd. 23 May 2022- Present**

**Area Sales Manager**

Responsibilities:

* Appointment with distributors in assigned territory to increase market.
* Market Analysis & Research: Collate customer and market feedback properly and able to launch new products successfully to acquire more customers and become market leader in the business.
* Marketing activities administrative new business development monthly sales

Planning cost control.

* MIS, Reports and Collections Able to prepare MIS, DSR, Feedback reports on time and ensure no outstanding in Market to keep continuous flow of information and money.
* Report on sales activities to top management.

Region handling**:** - Bihar/Jharkhand

**Manmachine Works Pvt. Ltd. 05 Jan 2021- 20 May 2022**

**Territory Sales Manager**

Responsibilities:

* Appointment with distributors in assigned territory to increase market.
* Share responsibility for primary sales target achievement market expansion.
* Market Development Acquisition of market and develop new dealers, distributors, retailers and increase the base of end customers to achieve business goals on fast track.
* Report on sales activities to top management.
* Market Analysis & Research: Collate customer and market feedback properly and able to launch new products successfully to acquire more customers and become market leader in the business.

Region handling**:** - Bihar/Jharkhand

Major customer: - Tata Motors, Mahindra & Mahindra, Hyundai, Honda, Jawa, Hero,Tvs

**Wuerth India Pvt. Ltd. 25 Nov 2019- 31 Dec 2020**

**Sales Consultant (ADM)**

Responsibilities:

* Appointment with distributors in assigned territory to increase market.
* Share responsibility for primary sales target achievement market expansion.
* Marketing activities administrative new business development monthly sales

Planning cost control.

* Report on sales activities to top management.
* Reaching the targets and goals set for our area.
* Establishing, maintaining and expanding our customer base.

Increasing business opportunities through various routes to market

Major customer: - Sachdeva’s, Pragati Motors, Hill View Motors, Horizon trucking, Bebbco,

Pebco Honda, Tanweer Auto, Sumit Automobiles, Deepak Automobiles,

Arthav Automobiles(Ashok Leland), N.K Automobiles,

Region handling**:** - Jharkhand

**Kten International (Bihar) 01 Oct 2015 - 20 Nov 2019**

**Area Sales Manager**

Responsibilities:

* Appointment with distributors in assigned territory to increase market.
* Share responsibility for primary sales target achievement market expansion.
* Marketing activities administrative new business development monthly sales

Planning cost control.

* Liaising between customers and the company for up-to-date status of service, pricing and new product release launches.
* MIS, Reports and Collections Able to prepare MIS, DSR, Feedback reports on time and ensure no outstanding in Market to keep continuous flow of information and money.
* Market Development Acquisition of market and develop new dealers, distributors, retailers and increase the base of end customers to achieve business goals on fast track.
* Report on sales activities to top management.

Major customer: - Legend Batteries (Begusarai), Champran Batteries (Motihari), North Bihar

Solar Enterprises (MFP), (Bhagalpur) Gulshan power (Patna)

Region handling**:** - Bihar.

**Krishna Krishi Kendra Authorized dealer of SonalikaTractor (Katihar)**

**08 Dec 2014 – 21 Sep 2015**

**Area Sales Manager**

Responsibilities:

* Market Development Acquisition of market and develop new dealers, distributors, retailers and increase the base of end customers to achieve business goals on fast track.
* Market Analysis & Research: Collate customer and market feedback properly and able to launch new products successfully to acquire more customers and become market leader in the business.
* MIS, Reports and Collections Able to prepare MIS, DSR, Feedback reports on time and ensure no outstanding in Market to keep continuous flow of information and money.
* Report on sales activities to top management.

Major customer :- Tata Brick, king Brick, vastu infra, Katihar Nagar nigam, Barsoi block, North Bihar power grid, Toplink,

Region handling**:** - North Bihar. (Kosi)

**Explorer Media Pvt. Ltd. 12 July 2010 – 30 Nov 2014**

**Area Sales Manager**

Responsibilities:

* Partners with senior management and sales teams to execute overall business unit sales vision within a 2-3 year outlook.
* Oversight and responsibility for telesales functions within the organization.
* Direct management of sales supervisors and sales support personnel.
* I were get the feedback from our client and forwarded to quality department to improve the quality of our product.
* Lead projects to maintain and improve department policies and procedures.
* Develop and maintain external relationships with vendors, sister companies and corporate entities.

Major customer**: -**Mohit from Adecco, Asharfi from Ericson, Asif from caffeespizz, Ishteyaq Khan from idea, Shashi from idea.

Region handling**: -**Delhi/NCR

**Country Club India Ltd. 08 Aug 2008 – 07 July 2010**

**Sr. Marketing Executive**

Responsibilities:

* Collecting Leads From the Tele callers, & Meeting the Clients.
* Calling Customers, fixing the right time for appointment.
* Offering the membership product from the range of products.
* Following up with the customers for closer.
* Kept detailed records of all contacts, which involved database management.
* Planned work, schedules and weekly and monthly timetables.

Major customer: -Mohit from Adecco, Asharfi from Ericson,Asif from caffeespizz, Ishteyaq Khan from idea, Shashi from idea, Kapil Gulati from Delhi Court.

Region handling**: -**Delhi/NCR

**Accomplishments**

* + **Country Club India Ltd. :**- Star Performance Award for the years 2009
  + **Sonalika Tractor (Katihar):** - Star Performance Award for the years 2015.
  + **Wuerth India Pvt. Ltd:**- Star Performance Award for the years 2020.

**Education**

* MBA (Marketing/HR) from NIM. (2009)
* B.A from BRA Bihar University (2005)
* I.sc from BIEC Patna (1999)
* Matriculation from BSEB (1997)

**Personal Details**

Date of Birth : 22 December 1981

Marital status : Married

Father’s Name : Mr. Salim Ahmad

Gender : Male

Nationality : Indian

Languages Known : English, Hindi and Urdu

**Declaration**

These statements are true to the best of my knowledge and belief.

**Date:** …………………. (ZafarBuland)

**Place:** …………………