

AATIR SHAHAB



My Personal Information

Date of Birth: 28/1/1991 **Gender:**
Male Indian

Contact Details Email:

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Home Address

Aambagan Road, SNP

Area, H.No-17, Ahmed Manzil,
Jamshedpur-831001, Jharkhand, India.

Summary Hardworking, energetic and multitasking with outstanding technical knowledge in all aspects of floor operation in a lounge & Restaurants. Passionate, dynamic and guest focused professional who prides in the self-ability to deliver the level of customer service and provide creative solutions and memorable experiences to the guests.

Work Experience

**Al-Asmakh A to Z Services Doha,
Qatar.**

FIFA WORLD CUP MATCH HOSPITALITY

- **Floor Supervisor**
- **From October 2022 to December 2022**

Main Activities and Responsibilities

- Inspect all vacant ready and cleaned match pavilions and match club daily to ensure corporate standards are met or exceeded at all times, offering the best possible presentation to our guests.
- Guest capacity of the match pavilion and match club in the village inside stadium premises is about 5000 people, and the seating capacity of VVIP lounges about 1500 people inside the stadium.
- Inspect and maintain more than 30 washroom and toilets in the stadium. Inspect all VVIP lounges and sky boxes inside the stadium to ensure the hygiene of the guests.
- Taking cares of the inside and outside of the match pavilion, including Arch glasses, pavilion glasses ,carpets, outside grass carpets, chairs, tables, majlis, wooden floors, Prayer rooms, abulation rooms ,Guest and staff Toilets.
- Assign workers their duties with their PPE and cleaning equipments and inspect the assigned area.
- Litter picking of the floor and inside and outside area of the match club and pavilion

White Rose Restaurant

Jamshedpur, India

- **Floor Supervisor**
- **From December 2019 – September 2022**

Main Activities and Responsibilities.

- Supervise and train housekeepers and house persons
- Report any theft, damage, or lost and found item to management
- Ensure proper furnishing and literature in units, conduct room inventory on daily basis, and document all items put in to the rooms.
- Reports to work on scheduled days at assigned time and in proper uniform according to company standards.

MARUTI SUZUKI ARENA

- **(Motor world, It is a new car showroom) Jamshedpur, India.**
- **Sales Consultant**
- **From 4 December 2017 – Currently working.**

Main Activities and Responsibilities.

- Taking care of the sales with focus on achieving predefined sales target and growth of the firm.
- Forecasting and planning monthly and quarterly sales targets and executing them in a given timeframe.
- Analysis latest marketing trends and tracking competitors' activities and providing valuable inputs for fine tuning sales and marketing strategies.
- Managing activities pertaining to negotiating/finalization of deals for smooth execution of sales & order processing.
- Managing customer centric operations and ensuring customer satisfaction by achieving delivery timelines and service quality norms.
- Giving presentations and demonstrations to customers on customer e-sales portal for online review of dispatch, accounts etc.

BHALOTIA DEALERSHIP OF NISSAN DATSUN (BRAND NEW CARS).

- **Jamshedpur, India.**
- **Sales and Marketing Consultant**
- **5 January 2016 – 30 September 2017**

Main activities and responsibilities.

- Understands automobiles by studying characteristics, capabilities, and features; comparing and contrasting competitive models; inspecting automobiles.
- Develops buyers by maintaining rapport with previous customers; suggesting trade-ins; meeting prospects at community activities; greeting drop-ins; responding to inquiries; recommending sales campaigns and promotions.
- Qualifies buyers by understanding buyer's requirements and interests; matching requirements and interests to various models; building rapport.
- Demonstrates automobiles by explaining characteristics, capabilities, and features; taking drives; explaining warranties and services.
- Closes sales by overcoming objections; asking for sales; negotiating price; completing sales or purchase contracts; explaining provisions; explaining and offering warranties.

TUTORVISTA.COM (WORLD CLASS TUTORING, A CLICK AWAY)

- **TutorVista.com is a world's largest online tutoring company with over 2000 tutors across India and the US teaching students worldwide over the Internet.**
- **Student Advisor and Sales Representative**
- **11 March 2012 – 15 December 2015.**

Main activities and responsibilities.

- Key responsibility area is telesales by calling US based customers (parents of school students) from US and other countries too.
- Sales executive were Responsible for selling our tutoring and worksheet Learning Packages. Work is in night shift (8-9 hours between 6pm IST and 10am IST).
- There will be no cold calling and calls will be made only to registered users (free or

- paid). Selling will also have to be done through SMS, email and chat.
- Proactively initiate chat with website visitors.
- Responding to customer queries and issues over call, chat and email

AXIS ENTERPRISES (VODAFONE CORPORATECONNECTION, BANGALORE)

- **Vodafone is a leading technology communications company in India, keeping society connected and building a digital future.**
- **Business Development Executive**
- **September 2010 – January 2012.**

Main activities and responsibilities.

- Familiarizing clients with all products and services offered by the company. Offering unlimited free group calling schemes.
- Procuring new clients through direct contact, word-of-mouth, and collaboration with the marketing department.
- Attending networking activities to research and connect with prospective clients.
- Offers postpaid connections to the corporate offices and firms and provide high speed dongles to the corporate.
- Maintaining meaningful relationships with existing clients to ensure that they are retained.

Education and Training

Secondary Examination

School - Rajasthan Vidya Mandir Jamshedpur from JHARKHAND ACADEMIC COUNCIL, RANCHI.

<http://www.jac.jharkhand.gov.in/> From 2004 to 2005

Intermediate in Science

College - Karim City College Jamshedpur from JHARKHAND ACADEMIC COUNCIL, RANCHI.

<http://www.jac.jharkhand.gov.in/> From 2005 to 2007

- **Bachelor in Business Management**

College - T. John institute of management from BANGALORE UNIVERSITY
www.bangaloreuniversity.ac.in From 2007 to 2010

- **Industrial Safety Management**

Institute-ROYAL TECHNICAL INSTITUTE, Adityapur Jamshedpur.
www.royaltechs.in From 2010 to 2011

- **Diploma in Computer Application**

Institute- SARVA COMPUTER SAKSHARTA MISSION, Jamshedpur.

2016 (6 month diploma course)

Soft skill

- Quick Learner and adaptable to new exposures and experiences Excellent research skills
- The ability to comprehend understand and profit from experience Open and respectful towards others
- Self-Motivation Hardworking Highly adaptable Self-Discipline
- Respect and good atmosphere in teamwork Creativity and problem solving.
- Ability to communicate motivates inspire and build trust among colleagues and collaborators.
- Respect the importance of confidentiality as will be dealing with employee and personal details.
- Cultural self-awareness to improve personal effectiveness and human relations communicating.
- Self-control Customer Service.
- Ability to create plan for and achieve personal and professional goals Content writing.
- Good at being proactive and efficient in high stress situations Conflict resolution Communications.

Driving experience

Having valid Indian driving license and 10 years of outstanding driving experience with LMV (CAR and BIKE) in Indian metro cities rush road and in highways.

Passport details

Passport no - P7762371 Date of
issue - 27/02/2017 Date of expiry
- 26/01/2027

Unique Identification Authority of India No-

701299422867