

NAZEER AHAMED. S K

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Email:

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Father Name: SK.KHALEEL

Personal Data:

Date of Birth - 06 JAN 89
Sex - MALE
Nationality - Indian
Marital Status - Married

Languages:

To Read & Write:

English, Tamil.

To Speak:

English, Tamil. Hindi And Urdu

Professional Objective

A challenging career-oriented position to utilize my skills and abilities in an organization that offers professional growth while being resourceful and innovative.

Programming skills

- MS-Office
- Windows 11
- Social Media Activity
- Internal Applications, CRM
- ZOHO BOOKS

Personal Traits:

- Communication Skills.
- Flexibility and Adaptability.
- Leadership.
- Team Work Skills.
- Curious to Learn

Professional Experience: 1

Role:

Senior Executive Feb 2011 to Mar 2013 at FUTURE GROUP (One Mobile Chennai)
(Axiom Telecom & Pantaloons group)

Managerial Experience: 1

Role:

Store Manager April 2013 to December 2016 at THE MOBILE STORE

(Group of Essar)

- Managing business development operations with a view to achieve business (sales volume) objectives and ensure profit objectives.
- Gathering Leading & monitoring the performance of team members to ensure efficiency in sales operation & meeting of targets. Training new recruits /person to handle customer's queries, identifying their need
- Managing inventory, ensuring optimum inventory levels in the store for timely deliveries to the customers

Managerial Experience: 2

Company: RELIANCE JIO INFOCOM

- **Senior Team Leader August 2016 to July 2020**
- (Group of Reliance Industries)

(Internet Lease Line, COCP, Business Broad Band, WIFI Solutions)

Selling telecommunications products and services to both SME and ENTERPRISES ACCOUNTS.

Sell VoIP & Connectivity Products for corporate technology and communications systems. Build market position by locating, developing, defining, negotiating, and closing business relationships. Keep abreast of current technology trends.

Managerial Experience: 3

Company: V Secure Networks - Aug 2020 to Mar 2021

Business Development Manager

Vertical: IT-Security, IT-Networking Infrastructure, Compliance, IT- Audit

(Network Security, Infra structure Security, Application Security, ATP, Mobile Security& VAPT & more)

Conduct SME & Enterprise market research and competitive analysis to identify opportunities for product differentiation and innovation. Stay abreast of emerging technologies, threats, and vulnerabilities to continuously improve our product offerings.

Managerial Experience: 4

Company: Wayzon InfoTech Pvt Ltd

Assistant Manager -March 2021 to July 2024

Vertical: IT-Security, IT-Networking Infrastructure, IT-Hardware & Computing.

Network Security, Infra structure Security, Application Security, ATP, Mobile Security.

Conduct SME & Enterprise market research and competitive analysis to identify opportunities for product differentiation and Innovation. Stay abreast of emerging technologies, threats, and vulnerabilities to continuously
Improve our product offerings.

Managerial Experience: 5

Company: Yexis Electronics

Geographical Sales Manager –July 2024 to Jan 2025

Vertical: Data Center Products, IT-Networking Infrastructure, IT-Hardware & Computing.
Components, High class Comput Machines, MDM Software, LFD Display & Video wall

Managerial Experience: 6

Company: Digital IT Infra (Distribution Portfolio)
Business Development Manager –Feb 2025 to June 2026

Vertical : Networking Infrastructure Solutions:

Managed active and passive network, including networking racks and related infrastructure solutions.

- * Handled business through Channel Partners, Master System Integrators (MSIs), and Resellers.
- * Focused on enterprise projects, government tenders, and large-scale deployment opportunities.
- * Developed and maintained strong partner relationships to drive sales growth and project execution.
- * Identified new business opportunities and expanded market presence across assigned territories.
- * Coordinated with OEMs, partners, and end customers to ensure successful project closure and delivery.
- * Managed commercial discussions, quotations, and bid submissions for key opportunities & more.

Key Positions Held:

- **Proficient in Supervising/Controlling and Implementation of Business Focused strategies to accomplish Organizational goals/ targets.**

Achievements at Work:

- Awarded as Best Performer of the Year 2011 at FUTURE GROUP{FMAL}
- Awarded as Handling customer grievances for superior customer service, building & maintaining healthy customer relation, generating business from the existing accounts and achieving profitability and increased sales growth
 - Awarded as Best Performer in the Year 2014 at THE MOBILE STORE
 - For as State Level Performance
 - Awarded as Best Performer in the Year 2017 at RELIANCE
 - For achieving the Business Targets
 - Awarded as Best BDM for onboarding New logos with Wayzon Info tech
 - Awarded as Best SM for Cracking the Enterprise account in Yexis

ACADEMIC DETAILS:

Qualification	Discipline / Specialization	Board	Year	Percentage %
SSLC	Tamil, English, Math's,Biology, Social	State Board.	2005	61
HSC	Physics ,Biology,Maths	State Board.	2007	59
B.Sc	Bachelor Of Computer Science	Apollo Arts &Sci College	2010	72

I hereby declare that all the above furnished information is true to the best of my knowledge and belief.

Date: Chennai

Sk .Nazeer Ahamed