**MOHAMMAD ARFAT HUSSAIN**

**PHONE : 95813 73105**

**MAIL:** [**arfathussain07@gmail.com**](mailto:arfathussain07@gmail.com)

**CAREER OBJECTIVE:**

To be able to use my analytical and communication skills to reach a challenging

position where I can effectively contribute to the growth and development of the

organization in which I work.

**EDUCATION QUALIFICATION:**

|  |  |  |  |
| --- | --- | --- | --- |
| **Qualification** | **College/University** | **Passing Year** | **Percentage of**  **Marks** |
| Dipaloma Mechanical | GIET | 2015-2018 | 57% |
| Intermediate | Geetham Junior Collage | 2018-2020 | 80.2% |
| SSC | NMMC High school | 2015 | 7.5 points |

**PROJECT WORK:**

¬ **Title:** In plant training report.

¬ **Description**: The goal of the study was to acquire knowledge on Engines spares and Sales.

**Extracurricular activities:**

* Participated in the scientific poster session entitled with Preparation and

evaluation of controlled release tablets of Rifampicin employing various

* A comparative study at Summit held at Adithya University, Surampalam

from December 22nd to 24th 2018.

* Participated in various events like youth convention conducted by Sri

Ramakrishna Mission Rajahmundry in a year 2016.

* Volunteered in 14TH NATIONAL STUDENT CONGRESS – 2017 held at Godavari institutes of technology, Rajahmundry, A.P

**Technical skills :**

¬ **Trained as a technician and sales marketer.**

**Experinces:**

1. **Junior Technician -** Leela Krishna Toyota

* Conducting car inspections, diagnostics, and repairs on spare imports
* Performing repairs of automatic and manual transmission as well as realignment and replacement of brake systems.
* Manintain veicle records, warranties, and inventory of replacement parts.
* Ensuring proper usage of tool and equipment according to company policies

**2019-20 Sales Excutive –** Kantipudi KIA

* Assisted a monthly average of 100+ customers in selecting vehiclesto match their budget and expectations.
* Offering through explanations regarding 30+ vehicles performance, application, and benefits.
* Organized 3 Out stand events promoting the dealership.
* Named “Best Salesman” of 7 consecutive months
* Increased the targeted average monthly sales by additional 2 deals.

**2021- Present Tele-Sales Excutive & Field Work –** Space vision elegent property developers.

* Customer service to all existing customer and clients.
* Telemarketing calls to potential customers to drives sales of phone service in our projects.
* Scheduled appointments for customers' Site Visits, and kept record of all sales on a Microsoft Excel spread sheets.
* Educated customers on our venture benifits and service options.
* Actively followed up with customers after brochure and sample mailings, adding an additional sales effort layer. Also pursued customers that had received quotes but not acted on them, successfully closing the sales in over 25% of these follow-ups

**STRENGTHS:**

¬ Can work under pressure and balance life with work.

¬ Interest to take up new challenges, learn new thing.

¬ Ability to work in a team with leadership qualities.

¬ Self-confidence, adaptability& determination towards the job.

¬ Passion to work.

**PERSONAL PROFILE:**

NAME : Mohammad Arfat Hussain

FATHER : MD Hussian Shariff

DATE OF BIRTH : 06-04-1997

MARITAL STATUS : UnMarried

NATIONALITY : Indian

MOTHER TONGUE : Telugu

OTHER LANGUAGES : Telugu, Hindi, Urdu, English.

**DECLARATION:**

I here by declare that the above mentioned information is correct up to my

knowledge and I bear the responsibility.

**Place** : RAJAHMUNDRY

**Date** :

**(MD. ARFAT HUSSAIN)**