

CURRICULUM VITAE



DANISH EQUBAL

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OBJECTIVES: -

To have a challenging position that will utilize my experience and unique abilities. A high impact leadership position requiring creative and innovative approaches to problem solving, strategy development and fulfillment of my personal goals.

Educational Qualification: -

- **MBA with marketing specialization** from ITM Business School in year 2016 with 70%.
- **Commerce graduate (Account Honors)** from P.L.S College in year 2013 with 66 %.
- Senior secondary passed from A.U.B.H.S Jr. & College in year 2010 with 70 %.
- High School passed from Oxford Public School in year 2008 with 67 %.
- Certified for Safety First Aid Management in the year 2011.

Experience: -

- Worked in “**ITC (FMCG)**” Patna as a “**SALES OFFICER**” from 21st JULY 2011 to 29 APRIL 2014.
- Worked in “**PORT STORE (KITCHEN & HOME APPLIANCES EQUIPMENTS)** Saudi Arabia, Al-khobar as a “**SALES EXECUTIVE**” from 14th FEB 2016 to 09th JUNE 2018.
- Worked at “**CROMPTON CATERING AND SUPPORT SERVICES CO. W.L.L**” (CATERING) as a “**BUSINESS DEVELOPMENT EXECUTIVE**” in Doha Qatar from 16th JULY 2018 to 19th JUNE 2022.

- Working at “EMINENT GROUP” (Operation & Maintenance) Saudi Arabia as a **BUSINESS DEVELOPMENT EXECUTIVE** from 22nd AUGUST 2022 still continues in services.

Skills:-

Operating systems- MS Windows (7, 8), ubuntu
Linux others application tools- M S office

- Lead generation - M S office
- Cold calling - prospecting
- Client acquisition - delegation of work
- Corporate sales - knowledge of marketing concepts
- B2B sales - knowledge of social media marketing techniques
- Result oriented -Proactive team player

Job Description- CROMPTON CATERING AND SUPPORT SERVICES CO. W.L.L

- Developed the catering business across Corporate, Institutional and contract catering, Industrial and Outdoor Catering.
- Creating and preparing menu & proposals for potential customers.
- Follow up with prospective clients and get feedback.
- Provided proposition to the client by addressing their business and customer needs and explaining the catering business.
- Organized daily and weekly plans to meet with new and existing clients to solicit catering business using techniques & tactics agreed upon by the catering leadership team.
- Build and develop strategy to meet and exceed sales revenue objectives.
- Ability to locate new clients through word of mouth, cold calling business groups as well as other methods such as LinkedIn and purchased lead lists, referral strategies, directories etc.
- Prepare and analyze weekly sales reports.
- Develop effective working relationships with customers through regular meetings and identify and obtain further sales and business development opportunities
- Identify requirements for new products & services to anticipate and potentially lead the market.
- Work with and expand current prospect database within specified business sectors to generate effective leads & exceed sales targets for the business.
- Answering customer email's and calls.
- Reporting to GM.

Job Description- Portstore

- Visiting hotels, Restaurant, Super and hyper market and Corporate offices in Saudi and as well as in Bahrain in order to present and sale the product and services to bring business for the company.
- Having good knowledge about the Saudi and Bahrain markets.
- Making Quotation and pricing of the product.
- ATL / BTL activities – Advertising & Sales promotion, Market Research,
- Product launches, Event Management, Road Shows.
- Planning for future development in line with strategic business objectives.
- Checking quantities of goods on display and in stock.
- Arranging meeting with the customer in order to update him about the last and upcoming products.
- Following up with the clients regarding the payments and collection of Cheques.
- Co-ordination with the manufacturer regarding the delivery of the goods.
- Checking of quantities of good in the stock with the warehouse staff.
- Answering customer email's and calls.

Job Description- ITC Limited

- Achieving the Sales, distribution and visibility objectives in line with the brand objectives for the set of assigned outlets
- Merchandising and implementation of Plano gram for the products in the assigned outlets.
- Negotiating with customers in order to ensure effective and timely implementation of the monthly priorities.
- Ensuring stock replenishment through timely order processing and close coordination with the Logistics delivery team.
- Increasing the number of retail outlets.
- Placing the products in the retail outlets for the consumer benefits.
- Increased overall sales efficiency and profitability through excellent marketing.
- Coordinating with Distributors, wholesaler and Retailers.
- Liaising with distributors in order to check the progress of existing orders.
- Arranging meetings with clients to update them about the last and upcoming products.
- Answering customer email's and calls.
- Reporting to Sales Manager.

Internship (MBA)

TATA MOTORS

Marketing research and made application matrix for commercial vehicles, cold call.

TATA STEEL

Unleashing the value from Hot Roll and Cold Roll scrap (Sales and Marketing, Data Management and Marketing Mapping of HR & CR scrap.)

IDF FOUNDATION (NGO INTERNSHIP)

Collected funds and educated underprivileged children and campaigned for health awareness in and around Mumbai suburbs.

Personal Details:-

- Date of Birth : 05-04-1993.
- Gender : Male.
- Father's name : Mohammad Shahood
- Language Proficiency : English, Hindi and Urdu.
- Religion : Islam.
- Nationality : Indian.
- Marital status : Single.

Driving License: -

Indian

Having Original Saudi Arabia driving license valid till 21/01/2025

Passport Details:-

- Passport No : V3607777
- Date of Issue : 29/10/2021
- Date of Expiry : 28/10/2031
- Place of Issue : Lucknow

Interest: -

Travelling
Music
Reading
Cricket
Trekking