

Remark- candidate brings over 9 years of experience in project sales across both private and government sectors in the Delhi NCR region and beyond. He has successfully handled key projects such as Jamia Millia Islamia, NTPC Jhajjar, and Oil & Gas in Roorkee. currently not working due to a personal emergency involving the loss of close family members. He was unable to obtain leave from his previous employer and had to resign. Now, he is immediately available and actively looking for a new opportunity where he can leverage his project sales expertise and contribute meaningfully.

## CURRICULAM VITAE

### MOHAMMAD. MERAJ ASHRAF

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### **CAREER OBJECTIVE**

To excel in my profession by increasing the sphere of my knowledge, improving the quality of work through experience and dedication and contributing towards the development of organization.

### **EXPERIENCE WORKING EXPERIENCE (Total 9+years of Marketing & Administration)**

#### **INTERTECH**

DEALS IN.

INTERTECH is a diversified group of companies, engaged in the manufacturing of following products. copper clad steel conductors, Copper bonded rods and electrodes, Chemical earthing system, ESE & Conventional type earthing systems, etc. We specialize in Exothermic welding and earth mat execution

Pre Marconite-Earthing System – CPRI approved Maintenance Free Earthing – RDSO approved

ESE Lightning Protection System Surge Protection Devices  
EPS.

Period : 01 December 2022 to 31 December 2024

Place: Delhi, India

Position: Area sales Manager (in Delhi Ncr)

#### **Roles & Responsibilities:**

Handling the strategic Sales & Marketing aspects of Power Segment in Delhi Region.

- Generate new enquiry meeting with new client payment follow up maintain relations with old clients and order follow up.
- Prepare regular sales forecasts, reports, and project pipelines. customized orders to fulfill the customized requirement of the customers.
- Established new customer within the organization by continuous efforts with existing and newly developed customers in Delhi NCR.
- Build and maintain strong relationships with contractors, consultants, government departments.
- Identify and develop business opportunities in both private and government sectors.
- Track market trends, competitor activities, and upcoming infrastructure or construction projects.

## **Axis Electricals & Components India Pvt Ltd.**

**DEALS IN IND. Powers Equipments, Earthing Materials, Cable Lugs, Cable Glands**  
ISO 9001 and ISO 14001.

AXIS is a diversified group of companies, engaged in the manufacturing of following products.

Chemical Earthing System – CPRI approved Maintenance Free Earthing – RDSO approved  
ESE Lightning Protection System Surge Protection Devices  
EPS (Hight Mast Pole) SPD & Down Conductor Televisions Porta Cabins.

Period : 10May 2017 to 30November 2022

Place : Delhi, India

Position : Area sales Manager (in delh ncr)

### **Roles & Responsibilities:**

- Handling the strategic Sales & Marketing aspects of Power Segment in Delhi Region.
- Generate new enquiry meeting with new client payment follow up maintain relations with old clients and order follow up.
- Coordination with purchase/inventory departments in placing customized orders to fulfill the customized requirement of the customers.
- Established new customer within the organization by continuous efforts with existing and newly developed customers in delhi NCR.
- Identify and develop business opportunities in both private and government sectors.

Prepare regular sales forecasts, reports, and project pipelines.

## **IEF TECHNO SOLUTIONS Pvt Ltd.**

**DEALS IN IND. Powers Equipments, Earthing Materials, Cable Lugs, Cable Glands**  
**& CABLE TRAY ALL TYPES. OF MFG. COMPANY**

And an ISO 9001 : 2008 Certified Organization, in the field of manufacturing of :-  
GI/Al Cable Trays-Perforated and Ladder type both with its accessories, Flexible Type Cable Tray Support System, Cable Ducts, Earthing Materials, Street Light Poles including High Mast Poles, Sub-station Towers, Gratings, EHV Sub-station Clamps & Connectors etc. We maintain International Standards & cater material meant for Industrial & Marine applications as well as to various Projects around the globe, working day and night with our own team of qualified & experienced Technocrats at our own Fabrication & Galvanizing plant Benlore based Company.

Period : Jan 2014 to 2017 April

Place : Delhi, India

Position: BDM (in delhi)

### **Roles & Responsibilities:**

- Handling the strategic Sales & Marketing aspects of Power Segment in delhi Region.
- Generate new enquiry meeting with new client payment follow up maintain relations with old clients and order follow up.

### **Achievements:**

- Achieved targeted sales of per month with an increase of 12 to 15 % peryear.

- Addition of 05 to 06 new customers in each & every month.
- Developed business up to 28 % in a short span of 2 years with remarkable growth rate.
- Developed a team especially to generate business from big hospitals and tap small customers also.

Rendering excellent services to all customers relating to quality, dispatches, queries etc

## **EDUCATIONAL QUALIFICATION**

Course :B.Sc in 2011

Computer knowledge : MS Office (Excel, Word), Internet Surfing

## **Other Skills:**

- Excellent human relations skills, having dealt with a variety of customers

and employees.

- Eagerness to accept challengeable responsibilities.
- Proven ability to analyze, plan, manage and motivate
- Solid written and oral communication skills
- Ability to execute a number of projects simultaneously & to work with supervision self-motivated and self-activated in a team.

## **LANGUAGE KNOWN**

English, Hindi and Urdu

## **PERSONAL INFORMATION**

**Father's name: Md. Jamal Ashraf**

**Date of Birth : 01<sup>th</sup> jan 1990**

**Nationality : Indian**

**Civil status : Married**

**Reference : Available on request**

**Passport no. : K177773**

**Date: 13.04.2024**

**Place: Delhi**