

# Mohammed Zishan

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## PROFESSIONAL VALUE OFFERED

- A High Energy Astute Marketing Professional with 3+ years' experience of Business Development with Software Services Industry seeking a challenging position in the areas of marketing and customer relations management role with a renowned organization.
- Ability to provide solutions relevant to all disciplines from purchasing, procurement and sales delivering optimal results & business value in high-growth environments.
- Expertise in handling high end customers and succeeding in generating sales as well as execution and proficiency in devising and implementing strategic plans to achieve organizational vision and strategic direction.
- An excellent communicator with demonstrated capabilities in achieving benchmarks in business enhancement and improving customer service and public relations.
- Possess strong leadership, decision making, mentoring & relationship management skills while maintaining high standards of personal performance and professionalism with ability to relate to people at any level of business

## KEY COMPETENCIES

**Business Development ~ Sales & Marketing ~ Client Relationship Management ~ Market Analysis ~ Research ~ PR ~ Customer Service ~ Relationship Management ~ Team Motivation ~ Networking ~ Negotiation Skills**

## PROFESSIONAL EXPERIENCE



ZISHTECH SOFTWARE PVT. LTD.

JAN 2013 – DEC 2021

### Marketing Head

- Initiating, managing & tracking Lead/Demand Generation activities through various channels
- Lead generation & Brand Awareness activities through Social Media & Others
- Planning, crafting, implementing & measuring all internal and external marketing communication
- Creating brand awareness about software through Inbound and Outbound marketing activities
- Crafting Marketing strategies and plans in collaboration with sales and business team to achieve organizations revenue objectives
- Introducing customized solutions according to industry & customer requirements
- Managing & tracking budget with key business objectives



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**Public Relations Officer**

- Prime focus on customer relationship management customer satisfaction and operations
- Planning/managing end-to-end execution of innovative public relations activities and managing positive relations with high profile clients
- Developing & maintaining relations with all external agencies & all level customers

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**PROFESSIONAL AND ACADEMIC CREDENTIALS**

- Bachelor of Commerce from Sikkim Manipal University **2013**
- ANIIT from NIIT National Institute of Information Technology **2012**
- Airport Management & Customer Care from Avalon Aviation Academy **2012**
- H.S.C - Mumbai University **2008**
- S.S.C - Mumbai University **2006**

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**STRENGTHS AND SKILLS**

- Excellent communication, interpersonal, time management, leadership, and presentation skills
- Highly skilled in developing and servicing existing client relationships and understanding their objectives
- Proven ability to effectively handle multi-task levels of management responsibility while supervising personnel, providing team leadership, motivation, and development
- Positive attitude with an ability to easily grasp new ideas, concepts, methods, and techniques
- Ability to relate to and work with a diversity of cultures and adapt to new environments with ease

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**COMPUTER SKILLS**

- Well versed in usage of Internet, Email, MS Office, MS Windows, Windows XP

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**PERSONAL INFORMATION**

**Address:** 203, Sweet Home, Vaishali Nagar, Jogeshwari (West), Mumbai – 400102

**Languages Known:** English, Hindi, and Malayalam.

**Date of Birth:** 14<sup>th</sup> May 1990

**Marital Status:** Single

**Nationality:** Indian

**Passport No:** T6822351

**Declaration:**

I hereby declare that the information and particulars mentioned above are correct to the best of my knowledge and belief.

Date: 12-july-2021

Place: Mumbai

Mohammed Zishan Faisal Kunnam Kandy