

# Alwish Abooth

## SALES EXECUTIVE

DYNAMIC AND RESULT ORIENTED MARKETING PROFESSIONAL WITH PROVEN TRACK RECORD IN BOOSTING BRAND VISIBILITY AND SALES GROWTH,



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📍 SUBASH NAGAR, HARIDWAR, INDIA

## WORK EXPERIENCE

### SALES EXECUTIVE SAMSUNG IREX

01/2025 - Present

INDIA

#### Achievements/Tasks

- DEVELOPING SAMSUNG IREX AND BRRASAGE MARKET IN CHANDIGARH.
- CREATING BRAND VISIBILITY BY REGULARLY MEETING ARCHITECT, OEM AND END CUSTOMER.

### BUSINESS EXECUTIVE ASSA ABLOY

06/2023 - 01/2025

#### Achievements/Tasks

- DEVELOPED YALE LOCK BUSINESS IN TRI-CITY AND ACHIEVING SALES NUMBER.
- OPENED DISTRIBUTOR IN BHATINDA AND CREATING SUB DEALER IN AMRIK SINGH HARDWARE MARKET.
- REGULARY MEETING ARCHITECT AND TAKING SITE REFERENCES FOR DIRECT SALES APPROACH.
- PROMOTIONAL ACTIVITIES LIKE CARPENTER MEET, ARCHITECT MEET, CANOPY ACTIVITY.
- DEALER AND STAFF PRODUCT TRAINING.

## EDUCATION

### MBA IMS UNISON UNIVERSITY

09/2021 - 06/2023

MARKETING AND OPERATIONS

#### Courses

- LEAN SIX SIGMA
- DIGITAL MARKETING
- PYTHON
- CRM

### BBA UTTRANCHAL UNIVERSITY

08/2017 - 07/2020

MARKETING AND FINANCE

#### Courses

- MS OFFICE
- MS EXCEL

### OPERATIONAL RESEARCH AND BUSINESS ANALYTICS IIT- DELHI

01/2022 - 06/2022

#### Courses

- BUSINESS ANALYTICS THROUGH R CODING LANGUAGE

## INTERPERSONAL SKILLS

LEADERSHIP

PROBLEM SOLVING

ATTENTION TO DETAIL

FLEXIBLE AND ADAPTABLE

GROWTH ORIENTED

TIME MANAGEMENT

TEAMWORK

## PERSONAL PROJECTS

STUDY OF IMPACT OF COVID-19 ON FOOD SUPPLY CHAIN MANAGEMENT (09/2022 - 04/2023)

CUSTOMER RELATIONSHIP MANAGEMENT (04/2022 - 06/2022)

STUDY OF CONSUMER BEHAVIOUR (08/2022 - 12/2022)

## ACHIEVEMENTS

MEMBER OF DISCIPLINE COMMITTEE IN SOCIAL OUTREACH AND RESPONSIBILITIES CLUB (09/2021 - 05/2023)

SILVER MEDAL IN COLLEGE BASKET BALL

KV CRICKET NATIONALS 2016 DEHRADUN REGION

## LANGUAGES

ENGLISH

Full Professional Proficiency

HINDI

Full Professional Proficiency

PUNJABI

Full Professional Proficiency

## INTERESTS

COMMUNITY INVOLVEMENT

LEARNING LANGUAGE

MUSIC

ADVENTURE SPORTS