



Mirza Ehtesham Beg

Assistant Manager - Solution Consultant

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📍 Dubai, UAE

in <https://bit.ly/2Ke7AFI>

📅 1996 Sep 01

Career Objective

Well-organized, creative, and proven analytic professional. Experience working with and across different teams as well as external clients on creative, editorial, strategic, and tactical levels. Significant negotiation experience. Track record of delivering unique and compelling content. An impressive history of planning and executing marketing campaigns.

Professional Experience

Strategic Solution Architect, Expand My Business ☑

2022 Oct – 2022 Dec

- Team target management and roadmap setting by laying emphasis on individuals' career growth.
- Recorded month-on-month 25% sales growth.
- Category became one of the largest GMV contributors to the organization.
- Booked double-digit multiple revenues against the investments.

India

Assistant Manager - BD & Operations, Log9 Materials ☑

2022 May – 2022 Aug

- Managed Sales Force and achieving monthly sales quotas by **90%**
- Responsible for maintaining product sales training for the ecosystem leading to an improvement of **15%**
- Strategized on consumer and B2B Marketing collateral for the company, driving a **10% increase in project revenue.**

India

Assistant Manager - Business Development, Blue Dart Express Ltd ☑

2020 Nov – 2022 May

- Monitor and analyze current market conditions for clients to understand the latest trends and innovations, driving expedient adaptability to market changes and sustaining competitive advantage.
- Redrafted marketing blueprint, resulting in optimized overall brand perception and increased **revenue growth by 150%.**
- Initiate plans for client companies to streamline cohesive vision for marketing, sales, and product design, driving profitability and mitigating losses.
- Initiate Strategies for SMEs and Large Enterprises to drive productive resource allocation and boost profitability.
- Build Revival strategy of Channel Development which **ensured a 15% improvement in TAT.**
- Planning & execution of IT infrastructure vertical which booked 3x GMV than the average sales consultant.
- Contributed month-on-month consistent **5x net revenue against the HR cost.**
- Awarded as the best performer (1st month of joining).
- Planning & Implementation of generating a pipeline of fresh prospects and curating them to closure deals.
- End to End execution of internal financial project management & invoicing tool.

India

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| Closing Intern, Lodha Group  <ul style="list-style-type: none"> Generated Business via Channel Partners and Organized CP Meets (channel partner meetings) for Lodha Luxury Collection project. Managed the Lodha Luxury Collection for South Mumbai. Generated multiple Potential Leads and Elite Clientele, and increasing the footfall by 70% | 2019 Apr – 2019 Aug |
| Assistant Store Merchandiser, Dabur India Limited  <ul style="list-style-type: none"> Problem-solving, leadership, & communication skills. Experience achieving financial & business objectives. Experience enforcing & maintaining company policies & procedures | 2019 Jan – 2019 Mar |
| Campus Cadet, OYO  <ul style="list-style-type: none"> Generated B2B account leads via Travel Agents and Corporates Maintained Key Accounts of Hotel Chains Conducted weekly competitive analysis Established & Maintained Supplier Relationships | 2018 – 2019 |
| Project Management Intern, Child Help Foundation  <ul style="list-style-type: none"> Worked as a mobilizer in three pillars which are Education, Empowerment and Employment. Responsible for handling the complete internal coordination of the Project Department. Assisted the NGO Guide in order to synergize with the various activities on World AIDS Day. | 2019 Nov – 2019 Dec Mumbai, India |
| Project Intern, Relymore Solutions  <ul style="list-style-type: none"> Handled the online lead generation team and customer relationship management. Driven new business through finding effective marketing mediums to reach potential local businesses by 25% | 2018 Oct – 2018 Dec |
| Business Development Trainee, Bookmyshow  <ul style="list-style-type: none"> Implemented and executed high-impact strategies to target new business opportunities and markets. Conceptualized and framed deals with vendors and stakeholders by onboarding 10 Government Events and Conferences. | 2016 May – 2016 Jul |
| Operations Trainee, State Bank of India  <ul style="list-style-type: none"> Created Roadmaps of action items and project goals; provided reporting and analysis across budgeting and planning. Leverage broad knowledge of multi-faceted business and market forces in developing effective business models and recommendations for change and improvement in companies' operations. | 2015 Apr – 2015 Jul |

Skills

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| • Project Management | • Process Improvement |
| • Negotiation | • Attention to Detail |
| • CRM Software | • Microsoft Office Suite |
| • Ideation Leadership | • SAAS |
| • Salesforce | • Agile |
| • Communication | • Empathy |

Education

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| Advanced Certificate in Digital Marketing and Communication , MICA | 2022 Nov – 2023 Jun Ahemdabad, India |
| PGDM - Marketing , ITM Business School | 2018 Jul – 2020 Jun Mumbai, India |
| BBA , Footwear Design and Development Institute | 2014 Jul – 2017 Jun Noida, India |

Languages

- English
- Urdu
- Arabic
- Bengali

Certificates

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| Verified International Academic Qualifications Issued by World Education Services | Business Intelligence for Consultants Issued by LinkedIn |
| CSS - Certified Sales Specialist Issued by Blue Dart Express | Six Sigma Yellow Belt Issued by 6sigmastudy |
| Advanced Google Analytics Issued by Google | YUVA - CII Issued by Confederation of Indian Industry |
| Google Digital Sales Certification Issued by 3536974 | Neuroplasticity: How to Rewire your Brain Issued by BrainAcademy.com |