



CONTACT

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BTM 1st Stage Near Lifecare
Hospital, Opposite Ravi Photo
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EDUCATION

Rotary-English-School
2011-12

% - 71

MAR 2013

Stream - Commerce

% - 62

KLE KF Patel

2013-16

Stream - BBA

% - 58

SKILLS

- Self-Confident
- Flexible
- Positive Attitude
- Bold
- Dynamic team player
- Sense of Responsibility

SHANAWAZ M H

SALES MANAGER

PROFILE

Let me introduce myself: I am a Sales Manager with 8.1 years of experience in a wide range of roles. I am a flexible personality looking for work that will allow me to develop, progress, and put my existing skills to use.

WORK EXPERIENCE

Biztechnosys & Tech Refurb Yard

Sales Manager

2024 - Present

Handled sales leadership roles at Tech Refurb Yard and Biztechnosys, managing domestic and international markets including UAE, Africa, USA, UK, and India. At Biztechnosys, led CRM and ERP software sales with a team of 35 (25 Inside Sales, 10 BDEs), consistently achieving 100% targets. At Tech Refurb Yard, managed a 5-member team focused on refurbished laptops, rentals, and services, also achieving full target success. Proven ability in driving revenue, leading teams, and building strong client relationships.

- Led CRM and ERP software sales across UAE, Africa, USA, UK, and India.
- Managed teams of 5-15; consistently achieved 100% of sales targets.
- Handled full sales cycle, from lead generation to client onboarding.
- Built strong B2B relationships and drove multi-region growth.

Goalcryst Pvt Ltd

2024 -2024

Senior Team Lead – Sales & Collections (ABFL & KreditBee)

- Led a team to drive sales and collections for personal loan portfolios of ABFL and KreditBee.
- Achieved monthly targets consistently while improving recovery rates and reducing delinquency.
- Streamlined team operations, reporting, and client handling to enhance overall performance.
- Coordinated with internal departments for compliance, escalations, and risk mitigation.



Languages

- English
- Hindi
- Kannada
- Urdu



Interest



Photo



Travel



Gaming



Technical Skills

1. Microsoft Applications

Excel

G-Sheets

Word

2. Digital Contents

3. Digital Marketing



Strength

Self-Confident

Flexible

Positive Attitude

Bold

Dynamic team player

Sense of Responsibility

UDAAN B2B

Sales Executive | Team Lead

2018 -2024

- Led B2B FMCG and Apparel sales across Pan India, managing retailer onboarding, order fulfillment, and client retention.
- Handled end-to-end operations for food and fashion categories, driving consistent revenue and repeat business.
- Managed and mentored a team of 30+ associates across sales, support, collections, and performance monitoring.
- Promoted internally from Inbound/Logistics roles (2018–2020) to Account Manager (2020–2022) and Team Leader (2022–2023).
- Oversaw daily business reports, shrinkage tracking, schedule adherence, and agent performance feedback.
- Streamlined processes by working with category and logistics teams to ensure SOP compliance and on-time deliveries.
- Successfully executed a customer retention pilot project with the co-founder team, resulting in higher engagement and repeat orders.
- Supervised collections team to recover outstanding payments, maintaining strong client relationships and improving cash flow.

GEEKQASIS IT SOLUTION

Sales Executive | B2B - B2C

2017-2018

- Solving call queries Out calling the customers to inform the product benefits to the customers Data mining and validating the customer details to ensure the right products has been informed to the customer
- Booking consultancy, Cross selling POS (Machines) to the business holders (Banks)



DECLARATION

I solemnly declare that, to the best of my knowledge, all of the information provided above is true and correct.

2018-18

LTD

-
-

2018 -23

61 months

5.01 years

Sales Executive | Team Lead

- 6 months Inbound in Udaan (November - 2018 to April -2019) 11 months in L2 (Logistics, Seller Support, Category cs) (May - 2019 to Mar 2020) Worked in Sales as an Account Manager in Udaan (From April - 2020 to Jan-2022) Promoted as Team leader in an IJP (From Jan 2022- Dec 2023)
- Making reports for business reviews and agent review Maintaining shrinkage schedule adherence
- Collecting daily challenges ensuring the right SOP and streamlining the process with the help of the category team Giving feedback to the agent's post call (live call monitoring)
- Handled collection team for collecting the due amount from the customer by following up with them
- Handled pilot process of co-Founder to ensure repeat of the customer and bring back to the platform and got succeed

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