



MOHAMMED RAJI



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CAREER FOCUS

To have a growth oriented and challenging career, where I can contribute my knowledge and skills to the organization and enhance my experience through continuous learning and teamwork.

EDUCATIONAL SUMMARY & WORK EXPERIENCE

Qualification	Institution	Board/ University	Percentage	Year
MBA (Marketing,HR)	Union Christian college	M G university	Completed	2018
BBA	MGAJ college, North Parvur	M G university	60%	2015
HSE	Govt:Higher Secondary School - Kongorpilly	State Board (Kerala)	70%	2012
SSLC	Infant jesus, Alangad	CBSE	78%	2010

- **Worked at ASTER MEDCITY, KOCHI from 18th September 2017 to 20th March 2018 as Care Assistant under Business Development.**

Key Responsibilities;

- a) Manage communications of the organization with clients via emails, telephones and websites.
- b) Follow up on customer feedback and complaint management.
- c) Registering with customers during or before campaigns conducted by BD, Operations, etc.
- d) Coordinate activities linked with the CRM and HIS of the organization.
- e) Identify and secure a range of key customer testimonials for internal/external use.

- **Worked at MEZ INDANE GAZ (Indian Oil LPG Distribution), from 8th April 2015 to 30th September 2015 as a Marketing Executive.**

Key Responsibilities;

- a) Promoting commercial LPG products and services that match clients thereby boost sales.
- b) Prepare quotation for clients, detect their needs and formulate satisfying strategies in

coordination with agency.

c) Manage and monitor delivery line to ensure quality delivery according to supply order are met.

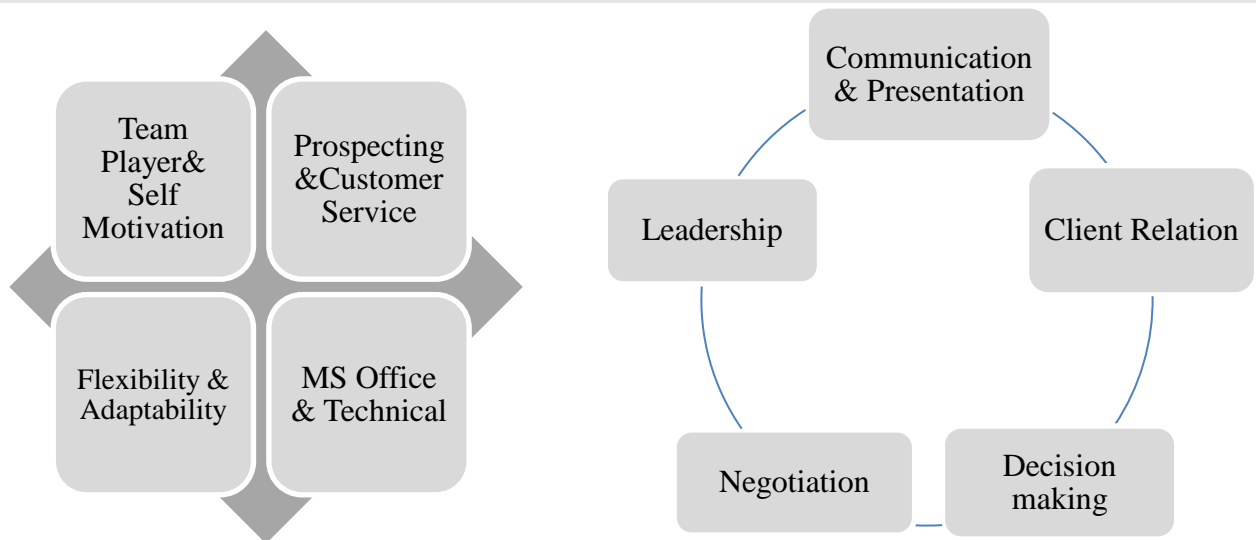
d) Conduct market research thereby studying market to know risk factors and competition while searching for new clients and prospective ones.

e) Maintaining, visiting clients regularly and following up consumption to initiate preorders.

ACADEMIC ACHIEVEMENTS & CO-CURRICULAR ACTIVITIES

- Masters Project completed on “Effectiveness of Promotional Activities“ at Sevana Industries Pvt. Ltd., Muppalthadam, Graduation Project on “Employer Employee Communication” at Cochin Port Trust.
- Chairman of Students Marketing Club ‘OVERTURE’ ,UC College, Aluva.
- Student coordinator in ‘INSPIRA 2017’ Management Fest at UC College, Aluva.
- Participated in marketing and management events in various business schools.
- Runner up for ‘Theme Show 2017’ at SNGIST , N.Paravur.
- Student coordinator in ‘UDBHAV 2016’ at UC College, Aluva.
- Health camp volunteer for Rural Health in coordination with Bharath Rural Hospital.
- Participated in inter school football tournaments.

STRENGTHS & SKILLS



PERSONAL INFO & LANGUAGES KNOWN

Date of Birth	: 01-10-1993	English	■■■■■■■
Gender	: Male	Malayalam	■■■■■■■
Nationality	: Indian	Hindi	■■■■■■■
Marital Status	: Single	Arabic	■■■■■■■
Interests	: Social services, Team Sports	Tamil	■■■■■■■