

# Shekh Irshad Mansoori

✉ irshadmansoori826@gmail.com

☎ 8839471971

📍 Gurgaon Sec 69

🌐 [linkedin.com/in/shekh-irshad-mansoori-39a337247](https://www.linkedin.com/in/shekh-irshad-mansoori-39a337247)

## Profile

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Accomplished Business Associate offering background propelling various aspects of operations. Excellent accounting, budgeting, and negotiation skills. Prioritizes multiple simultaneous projects and follows through to successful completion. Maintains a strong commitment to setting and achieving goals. Experienced Business Associate skilled in conducting market research. Proven ability to develop strategic business plans and foster relationships with clients and stakeholders to drive growth.

## Professional Experience

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2024/03 – present  
Gurgaon, India

### **Business Associate**

*GAINERS INDIA*

- Developed and maintained strong relationships with clients, real estate agents, and other industry professionals to enhance business opportunities and networks.
- Managed multiple projects simultaneously, demonstrating strong organizational skills and attention to detail in a fast-paced environment.
- Provided exceptional customer service, promptly addressing client inquiries and concerns to maintain high satisfaction and trust.
- Conducted comprehensive market research to identify emerging real estate trends, contributing to informed investment decisions and strategy development.

2023/04 – 2023/06  
Indore, India

### **Marketing Intern**

*DECATHLON SPORTS INDIA*

- Developed strong communication and teamwork skills by collaborating with cross-functional teams to achieve project goals.
- Supported promotional events and product launch organization, contributing to successful execution and increased brand visibility.
- Collaborated with the creative team to design promotional materials, ensuring brand consistency and appeal.
- Maintained marketing databases and customer relationship management (CRM) systems, ensuring accurate and up-to-date information.

2020/08 – 2022/03  
Jabalpur, India

### **Sales Associate**

*KGN Footwear*

- Provided personalized customer service by actively listening to clients' needs and recommending suitable products, increasing customer satisfaction and repeat business.
- Assisted in visual merchandising and store layout adjustments to enhance product visibility and create an inviting shopping environment.
- Processed sales transactions efficiently, ensuring accuracy and minimizing wait times to enhance the overall customer experience.

## Skills

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Marketing Analytics

Sales and Negotiation

Client Relationship Management

Business Development

Communication

Operation Management

Problem Solving

Brand Awareness

## Education

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2024/07	<b>MBA ( Masters in Business Administration )</b>
Indore, India	<i>SAGE University</i>
2021/07	<b>BSC ( Bachelors of Science )</b>
Jabalpur, India	<i>RDVV</i>

## Languages

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- Hindi
- English

## Certificates

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- DCA ( Diploma in Computer Application )
- PRODUCT MANAGEMENT
- DIGITAL MARKETING AND FUNDAMENTAL

## Awards

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### **CAMPUS AMBASSADOR**

*SAGE University*

### **POWERLIFTER**

*Raw Powerlifting M.P.*

### **SPORTS PRESIDENT**

*Sunstone Eduversity*

## Projects

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### **Capstone Project**

*Zudio's Strategies*

### **Solar Energy**

*Awareness and Marketing*