# ALTAMASH.S. KHAN



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# LOGISTICS , MARKETING & BUSINESS DEVELOPMENT PROFESSIONAL

*Seeking challenging assignments with a growth-oriented organization recognizing my potential- to leverage a fast-paced work ethic with intrinsic Business & Communication skills accompanied with education & expertise of 13+ years in the field.*



## PROFILE

* Professionally committed and competent sales & marketing professional with **MBA (Marketing & Finance)**, having around **13 years** of experience in **Marketing, Sales, Business Development, Brand Management, Client Relationship, Brand promotion and Team Management.**
* Worked with **Global Logistics Solutions Pvt. Ltd., Andheri, Mumbai as Deputy Sales Manager**; experience in providing exceptional customer services and leading **international clients** across **Middle East and Asia**.
* Designing innovative sales strategies to ensure deeper penetration, customer loyalty and brand presence, thereby bringing in substantial growth in revenues. Exposure in identifying and adopting emerging trends & addressing industry requirements to achieve organizational objectives.
* Contributing to the success by managing, reviewing and undertaking appropriate **Sales, Marketing Strategies, New Customer Development & Brand Awareness Programs** for enhancing the visibility of the products.
* Active team leader with demonstrated ability to mentor and motivate sales teams, enhance performance and contribution levels; hold significant experience of managing a sales & marketing team**.**

**Core Competencies:**

Marketing Research / Analysis  Market Visibility  New Market Development  Business Development  Sales  Distributor / Dealer Appointment  Primary & Secondary Sales  Team Management  Training / Development  Client Relationship Management  Key Account Management  Negotiation Skills  Liaison & Coordination  Excellent Communication Skills



## PROFESSIONAL MILESTONE

### Global Logistics Solutions Pvt. Ltd., Andheri, Mumbai 17th Jun 2011 – 30th Aug 2024

*Growth-path:*

### Sales Executive: 17th Jun. 2011 – 31st Mar. 2013 Senior Sales Executive: 01st Apr. 2013 – 30th Mar. 2015 Assistant Sales Manager: 01st Apr. 2015 – 30th Mar. 2022 Deputy Sales Manager: 01st Apr. 2022 – 30th Aug 2024

*Key Responsibilities:*

* Looking after the sales & business development for logistics services to the exporters as our prime client; gaining market dominance in the allocated territory. Finalizing orders and providing logistics solutions.
* Formulating and implementing sales & distribution plan at the outlet level, to achieve sales targets; coordinating brand promotion activities in the concerned territories.
* Responsible for dealer development and market expansion by developing and producing sales support material on our services, application and support programs.
* Strategizing and converting quality sales lead into prospective business potential; evaluating new customer needs and insight with focus on new customer business generation.
* Developing key account customers having potential volumes with respect to commodities. Following up with clients for payment realization as per agreed terms.
* Maintaining relationships with customers for retaining the business; attending customer complaints & feedback for service enhancement.
* Coordinating with other departments to run the business process smoothly and maintaining appropriate pace of information flow-out.
* Maintaining monthly activity report, market share analysis and segment wise reports.

#### Achievements:

* Recipient of **Certificate of Appreciation** on successful completion of 5 years of service on 10th Nov. 2011
* Achieved and exceeded targets set by company; met sales targets (top line & bottom line).
* Developed some large multinational key accounts.
* Recognized as the **Best Sales Performer.**
* Appreciated for efficient & timely communication with customers as this improved the information flow & reduced process times at each stage in the supply chain.

### Empire Global Line, Belapur, Navi Mumbai 1st Jun. 2005 – 22nd Nov. 2007 Customer Service Executive

* Maintained coordination with existing clients by providing freight rates, destination charges and vessel planning. Updated the clients timely on carting, stuffing and onboard confirmation for the respective consignment.
* Coordinated with overseas agents regarding cargo delivery status; handled tele-calling to generate the sales and boost the existing business.

## EDUCATIONAL & PROFESSIONAL CREDENTIALS

### Masters in Business Administration – Marketing & Finance, 2010

Oriental School of Business Management, Navi Mumbai

### Bachelor of Commerce, 2005

S.I.E.S. College of Commerce & Economics (Mumbai University)

## H.S.C., 2003

S.I.E.S. College of Commerce & Economics (Mumbai University)

**Technical Skills:**

Expertise in MS-Office (Word, Excel, PowerPoint.) with ability to browse through various software platforms.

**Internship:**

* Completed Internship at Indian Bank during MBA (Marketing & Finance)

**Industrial Visit:**

* Visited UV Group, Goa during 2009, as part of MBA Program.



**Extra Curricular Accolades:**

* Received certificate for participation in the Annual Sports Day for being 1st in Cricket & Rally Racing on 6th Feb. 2016
* Certificate of Participation on WTO and Trade Negotiations during 6-7 Feb. 2009.
* Fitness enthusiast well-trained in Fitness, Healthy Diet & Lifestyle.

#### Personal Details:

**Date of Birth:** 11th May 1985

**Resident:** Dubai

**Languages known :** Excellent Command over written/spoken English and Hindi,Basic Arabic.