



## Mohammad Sahil Khan

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**Location:** Dubai, UAE

## EDUCATION

### Amity University, Noida

M.tech Food Technology, June 2023

- Received Alumni Scholarship
- Completed professional development in Behavioral science
- Professional development completed in Entrepreneurship
- Member of Logistics committee

### Amity University, Noida

B.tech Biotechnology, August 2020

- Completed professional development in Behavioral science
- Member of Logistics committee AIB
- Received Merit cum Admission Scholarship

## SKILLS

- Strong Verbal Communication
- Creating Analytics report
- Trained Excel
- Lead Generation
- Customer Relationship Management
- Contract Negotiation and Closing Tactics

## Languages

- English Advanced (IELTS-7.5)

## SUMMARY

Seeking a challenging position where I can utilize my problem solving and analytical skills in a most effective way that would be rewarding to both the organization and me.

Highly motivated employee with desire to take on new challenges. Strong work ethic, adaptability and exceptional interpersonal skills. Adapt at working effectively unsupervised and quickly mastering new skills.

## EXPERIENCE

### Cupagreen

Delhi, India

Oct '22-Sep '23

### Business Development Associate

- Travelled throughout assigned territories to leverage leads and visit existing customers.
- Forecasted sales, developing and evaluating various methods of customer interactions.
- Maintained accurate and thorough records of leads and customer account information
- B2B and B2C approach including cold calling and lead generation
- Generating a sale of \$70000 within 10 months by selling paper cups with 1-1.5 lakhs cup per month.
- Made up clients during work- Super Chai, Coffee n More, 24\*7, Nick Bakers, Annapurna, ITC.
- Negotiated pricing agreements with vendors and clients.
- Conducted research on potential customers, competitors and industry trends.

### Kind Beings NGO

Faridabad, India

Aug, 2022 - Nov, 2022

### Advertising intern

- Planned and prepared Advertising and promotional material to increase sales of products and services and work with customers, company officials and advertising agencies.
- Worked with marketing department to create targeted Advertising strategies for key customer demographics.

### Mother Nutri Foods Pvt Ltd

Mahuva, India

June, 2022- July, 2022

### Production supervisor training

- Achieved on-time shipment goals by empowering employees to continued success.
- Set and enforced performance-oriented production approach, significantly increasing worker output and reducing safety incidents.

### CSIR

Palampur, India

Feb, 2020- Apr, 2020

### Manufacturing Intern

- IHBT: Worked in tea experimental unit- manufacturing tea for commercial use.
- Recommended arrangement of machines with plant facilities for maximum productivity.
- Worked directly with various types of fabrication equipment and gained understanding of overall manufacturing operations..

## Achievements

- Certificate awarded from Humara Sankalp NGO and Kind Being NGO for advertising and raising funds(offline).
- Certificate awarded for Behavioral science by Amity University.
- Certificate of English and Communication Skills.
- Certificate of appreciation as a member of Logistics team at LMUN,2015.

## Hobbies

- Represented my District in pool (billiards).
- Represented my college's cricket team and badminton team in various tournaments.
- Avidly engage in travel and exploration.