



MOHSIN ALI KHAN

FMCG SALES EXECUTIVE / CREDIT SALES
EXECUTIVE / PRE SALES EXECUTIVE



MUSCAT, OMAN



+968-91333530



mohsin88khan@gmail.com

ABOUT ME

Seeking a career with a progressive organisation where I can utilise my skills, knowledge and experience in management that allows for advancement and growth. Optimistic that, this will prove to be a positive career decision, through a change in job title, wider responsibilities or greater role dimensions.

LANGUAGES

ENGLISH

HINDI

ARABIC

MARATHI

URDU

DRIVING LICENSE

Driving license category
GCC LIGHT MOTOR VEHICLE
VALID TILL 28.02.2027

PERSONAL DETAILS

Date of birth
29.11.1988

Nationality
INDIAN

Visa status
EMPLOYEMENT VISA

Marital status
MARRIED

WORK EXPERIENCE

**PROCTER & GAMBLE
KHIMJI RAMDAS LLC**
MUSCAT
Oct 2021 - Present

FMCG CREDIT SALES EXECUTIVE

- o Achieving sales target.
- o Maintains sufficient stock in the van in order to fill requirements of customers.
- o Promoting sales through regular visit to customer and retail merchandising.
- o Accountable for stocks in van.
- o Ensuring the availability of the product at all retail point.
- o Ensure stocks are properly merchandised.
- o Monitors stock loss and damages.
- o Ensure planned visits to customers.
- o Tracking and monitoring competitors' products and activity
- o Maintaining good relations with the customers.
- o Increasing and maintaining the existing customer base in the market.
- o Making daily sales and activity report.
- o Used and work on SAP ERP for Order punching, Display Agreement and Sales analysis.

**PROCTER & GAMBLE
KHIMJI RAMDAS LLC**
SALALAH
May 2014 - Oct 2021

VAN SALES REPRESENTATIVE

- Identify and develop the market for assigned products, negotiate and close beneficial sales deals.
- Give demonstrations and presentations to upsell various products.
- Maintain an updated knowledge pool regarding the features and specs of assigned products.
- Provide exemplary post-sales services to expand referral clientele.

**GLAXOSMITHKLINE
ORAL CARE -
MANPOWER GROUP**
MUMBAI
Jan 2014 - May 2014

THERAPY EXECUTIVE INFORMATION

- o Task perform as Medical Representative-
- o Effective detailing of the products in front of Doctors. Making and effective implementation of strategy to achieve sales Targets.
- o Maximise Doctors prescription within the assigned territory.
- o Creating rapport with local pharmacies, outlets and ensuring availability of the products.
- o Conducting creative activities for product promotion.

**GLAXOSMITHKLINE
ORAL CARE -
MENARINI INDIA
PVT LTD.**
MUMBAI
Apr 2013 - Jan 2014

EXECUTIVE SCIENTIFIC INFORMATION

MANKIND PHARMA
MUMBAI

MEDICAL REPRESENTATIVE

Oct 2012 - Apr 2013

- o Task perform as Medical Representative-
 - o Effective detailing of the products in front of Doctors.
- Making and effective implementation of strategy to achieve sales Targets.
- o Maximise Doctors prescription within the assigned territory.
 - o Creating rapport with local pharmacies, outlets and ensuring availability of the products.
 - o Conducting creative activities for product promotion

**ICPA HEALTH CARE
PRODUCTS LTD.**
MUMBAI
Oct 2010 - Oct 2012

MEDICAL REPRESENTATIVE

EDUCATION

**UNIVERSITY OF
MUMBAI**
MUMBAI
2009

Bachelor of Science

**POONA COLLEGE -
MAHARASHATRA
BOARD**
PUNE
2006

HIGHER SECONDARY EDUCATION

**MAHARASHTRA
URDU HIGH
SCHOOL - KADWAI**
RATNAGIRI
2003

SECONDARY SCHOOL CERTIFICATE

SKILLS

MS OFFICE



SAP



MS WORD



POWERPOINT



TEAM ORIENTED



SALES



NEGOTIATION



OBJECTION HANDLING



HOBBIES

DRAWING , LISTENING MUSIC , TRAVELLING