# MOHSIN ALI KHAN

FMCG SALES REPRESENTATIVE / SALES EXECUTIVE / PRE SALES EXECUTIVE / CREDIT SALES EXECUTIVE

**Personal Details**:

Date of Birth: 29 NOV 1988

CPN No. : +968 - 91333530

Email: [**mohsin88khan@gmail.com**](mailto:mohsin88khan@gmail.com)

Work Email ID – [m1.khan@kr.om](mailto:m1.khan@kr.om)

Passport No – U0766897

Passport Expire on – 19.02.2030

**Driving Licence (Oman) LV – valid till 28.02.2027**

**Permanent Address:**

SAI ANKIT RESIDENCY

FLAT NO 304, PLOT NO – 208

SECTOR – 19 ULWE

RAIGADH, NAVI MUMBAI.

PIN CODE - 410 206, MAHARASHTRA

**Future Aspirations**

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.

**Skills & Abilities**

* Honest and Dependable with Excellent Interpersonal skills.
* Team oriented Organised and Manage Time well.
* Work well under pressure, Flexible and Quick learner.
* Possess Leadership skills; Enthusiastic and Assertive Friendly; have good Presentation skills.

**Educational Qualification**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Sr. No. | Educational Qualification | Grade/class | Board / University | Year |
| 1 | BACHELOR OF SCIENCE(BIOTECH) | Second class | Mumbai University | 2008 - 09 |
| 2 | H.S.C. | Second class | Maharashtra State board | 2005 - 06 |
| 3 | S.S.C. | Distinction | Maharashtra State board | 2003 – 04 |

**Work Experience**

**TOTAL EXPERIENCE IN SALES AND MARKETING OF ABOUT 13 Years .**

* Working as FMCG Van Sales Representative for **KHIMJI RAMDAS LLC – P&G DIVISION** at Salalah Sultanate of OMAN since 19.05.2014 till now (i.e. 9 years).

**Task performed –**

* Achieving sales target.
* Maintains sufficient stock in the van in order to fill requirements of customers.
* Promoting sales through regular visit to customer and retail merchandising.
* Accountable for stocks in van.
* Ensuring the availability of the product at all retail point.
* Ensure stocks are properly merchandised.
* Monitors stock loss and damages.
* Ensure planned visits to customers.
* Tracking and monitoring competitors’ products and activity
* Maintaining good relations with the customers.
* Increasing and maintaining the existing customer base in the market.
* Making daily sales and activity report.
* Used and work on **SAP** ERP for Order punching, Display Agreement and Sales analysis.
* Worked on the project as **Therapy Executive Information** in **GlaxoSmithKline Oral Care** (Sensodyne) by the company **MANPOWER GROUP** since 4th Jan 2014 to 18th May 2014(i.e. 5 Months).
* Worked as **Executive Scientific Information** on the project **GlaxoSmithKline Oral Care** (Sensodyne) since 16 April 2013 to 3rd Jan 2014(i.e. 8 months) by the company **MENARINI INDIA PVT LTD.**
* Worked as **Medical representative** in **Mankind Pharma company** ( future div)since **20 Oct**

**2012 to 13 April 2013(i.e. 6 months).**

* Worked as **Medical representative** in **ICPA Healthcare products Ltd**. company from **18TH OCT 2010 to 13 Oct 2012 (i.e. 2 Years)**
* Task perform as Medical Representative-
* Effective detailing of the products in front of Doctors.  
   Making and effective implementation of strategy to achieve sales Targets.
* Maximise Doctors prescription within the assigned territory.
* Creating rapport with local pharmacies, outlets and ensuring availability of the products.
* Conducting creative activities for product promotion.

**Additional Qualification**

* Computer Proficiency: SAP ERP, MS-CIT & MS-Word, MS-Excel, PowerPoint and Internet surfing.
* Participated in MCC. SCOUT AND GUIDE AND NSS.

Participated in STATE LEVEL DRAWING COMPETITION LIKE ELEMENTARY AND INTERMEDIATE.

**Personal Details**

Nationality :Indian

Marital Status : Married

Religion : Islam

Language known : English, Arabic, Marathi, Hindi, Urdu.

Other Interest : Playing carom, cricket, listening music, traveling.

**Best Regards,**

***Mohsin Ali Khan***