

SHAKIB KHAN

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Profile

A competent professional with more than 16 years of industry experience spanning across various products of FMCG, Banking, & Real Estate sector. Confident and poised in interaction with individuals at all level. Looking for a Mid-management role to use my skills in performing and delivering the desired productivity for the organization.

Professional Synopsis

SVASTIGA DISTRIBUTION (INDIA)

Designation: - Senior Purchase Manager (Oct'2017 till date)

Product: FMCG

- ↳ To conduct purchasing activities, vendor management and control the flow of products and materials in and out of the business and develop a strong link of support and relationship among vendors and customers.
- ↳ Forecast the procurement needs of the business based on facts and figures derived from sales data, customer response, seasonal variables and availability factors to ensure optimum stocks availabilities.
- ↳ Ensure competent execution of all purchasing duties and responsibilities and other administrative functions including documentation of transactions.
- ↳ Prepare and processes purchase orders and required documents in accordance with company established procurement policies and procedures.
- ↳ Identify, understand, analyze and interpret current market trends, buying patterns, demands, policies, requirements of customers and use results in conducting business forecasts.
- ↳ Source, select and negotiate for the best purchase package in terms of quality, price, terms, promotions, deliveries and services with suppliers as per guidance from the Procurement Manager.
- ↳ Maintain a complete, accurate and updated purchasing record/data which includes price, supplier data and profile and other related information in the system.
- ↳ Schedule and conduct store visits and capture performance and scenarios for updates, developments, solutions and results and report and the same to superiors.
- ↳ Coordinate with the retail operations team, logistics and other related departments to ensure fill rates, replenishment of merchandise and compliance on merchandising and planograms.

SQUARE YARDS REAL ESTATE LLC (DUBAI)**Designation: - Team Leader. (May'2017 till Aug'2017)****Product: Residential Properties**

- ↳ Dealing in all types of off plan and ready to move in properties across Dubai with almost all premium developers
- ↳ Develop new business opportunities, unique collaborations, and business relationships for international high-profile luxury brands
- ↳ Mediate, facilitate, and orchestrate collaborations between luxury brands from concept to completion

TATA CAPITAL FINANCIAL SERVICES LTD (INDIA)**Designation: - Territory Sales Manager. (Feb'2014 till Oct'2014)****Product: Loan Against Property**

- ↳ Worked with Tata Capital Financial Services Ltd as Territory Sales Manager and handling a team of Relationship Managers and the Channel Sales division
- ↳ Targeting SME & Retail customers for Loan Against Property, Commercial Purchase & LRD
- ↳ Co-ordinating with credit/operations and collections.

INDIABULLS FINANCIAL SERVICES LTD (INDIA)**Designation: - Sales Manager. (May'2012 till Jan'2014)****Product: Loan Against Property**

- ↳ Worked with India bulls Financial Services Ltd handling the Channel Sales division to acquire revenue for the company.
- ↳ Handled the Channel Partner division to acquire new clients for asset products like Home Loans, Mortgage Loans, Loan Against Property and Construction Finance

STANDARD CHARTERED BANK (INDIA)**Designation: - Team Manager. (June'2008 to May'2012)****Product: Unsecured Business Loans**

- ↳ Worked with Standard Chartered Bank as a Team Manager and handled a team of Assistant Managers, channel partners and branch business of Standard Chartered Bank.
- ↳ Core product was Unsecured Business Loans for the SME segment.
- ↳ Managing sales numbers, budget analysis and collections.
- ↳ Co-ordinating with credit/operations/collections.

FULLERTON INDIA CREDIT COMPANY LTD (INDIA)

Designation: - Senior Officer. (Jan'2007 to June'2008)

Product: Unsecured Business Loans & Personal Loans

- ↳ Handled a team of sales executive and the telesales department.
- ↳ Core products were Unsecured Business Loans and Personal Loans for the SME segment & Salaried customers

Languages Known

- ↳ Can speak, read and write English, Hindi and Marathi.
- ↳ Can read Arabic

Academic Credentials

BACHELOR OF TECHNOLOGY in 2006 secured 64%
AAI-DEEMED UNIVERSITY - **(INDIA)**

HIGHER SECONDARY EDUCATION in 2002 secured 64%
NOS, DELHI BOARD - **(INDIA)**

SENIOR SECONDARY EDUCATION in 1999 secured 71%
SACRED HEART BOY'S HIGH SCHOOL - **(INDIA)**

Personal Dossier

- ↳ Name : Shakib Khan
- ↳ Date of Birth : 30th, August, 1982.
- ↳ Marital Status : Married
- ↳ Nationality : Indian
- ↳ Contact No : +91-9833852837

I hereby declare that the above information is true to the best of my knowledge and I have not withheld any information, which is likely to prejudicial to the process of my recruitment.