



SALMAN KHAN

Sales and Marketing Specialist

EDUCATION

2014 - 2016

MASTER OF BUSINESS ADMINISTRATION

Anjuman-I-Islam Allana Institute of Management and Studies
mumbai

- Post Graduated in Business Administration

2009 - 2013

BACHELOR OF BUSINESS ADMINISTRATION

Vaidehi Vishnu Saraf Mahavidhyalay Akola

- Graduated in Business Administration

SKILLS

- Product Merchandising
- Product Demonstration
- Customer Retention Strategies
- Customer Consultation
- Sales Strategy Implementation
- Client Relationship Building
- Product Promotions
- Customer Engagement
- Brand Representation

LANGUAGES

- English
- Hindi

CONTACT

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+91 7020298126
- ✉ khansalmaan68@gmail.com
- 📍 United Arab Emirates.

PROFILE INFO

To work in an organization which provides opportunities for growth, learning and scope for the implementation of my skills and hence give my best to the organization. I am looking for Assignments in Sales & Marketing/ Business Development/ Distribution Management/ Channel Sales/ Retail Sales. Enthusiastic Customer Sales Associate keen to provide shoppers with exceptional products and enjoyable retail experiences. Supports prescribed business goals through positive customer interactions and natural conversation. Talented at achieving sales goals without pushing or alienating retail clients..

EXPERIENCE

SALES SPECIALIST

Oct 2024 - TILL DATE

HELP RESOURCE DELIVERY SERVICES

- Resource Allocation: Ensure timely availability and management of resources as per requirements.
- Client Support: Act as the primary contact for addressing client needs and inquiries.
- Team Collaboration: Coordinate with teams to streamline resource management and delivery.
- Issue Resolution: Identify and resolve challenges related to resources or client satisfaction.
- Documentation: Maintain accurate records of resource usage and prepare regular reports.

TEAM LEAD

Oct 2023 - Aug 2024

ONE 97 COMMUNICATION PRIVATE LIMITED

- Assigned sales organization objectives to team members based on the production schedule to meet business volume demands.
- Guided the field sales team on effectively leveraging CRM and database technologies to enhance customer relationships and sales performance.
- Collaborated with the sales team to qualify potential leads by understanding product and service needs, ensuring the best product-service combinations.
- Provided insights on forecasting and territory management data to help team members close more sales.
- Trained team members in accurate data entry and contract execution within electronic tools and platforms for streamlined sales operations.



PERSONAL INFORMATION

- Date of birth: 20th Oct 1991
- Gender: Male
- Marital Status: Married
- Nationality: Indian

PASSPORT DETAILS

- Passport No: S2872254
- Validity: 13th Dec 2028

ACHIVEMENT

2021 – 2023

- Highest Sales Point Achivement Award 3 Times Consistantly

2021 – 2022

- Highest Customer Retention Award

SALES AND FREIGHT MANAGER

ZINKA LOGISTICS PVT LTD

June 2021 - Aug 2023

- Managing, training, and providing overall guidance to the sales team of an assigned territory.
- Setting reasonable sales targets to be achieved by the sales team
Monitoring the performance of the sales team and motivating members to meet or exceed sales targets
- Collecting customer feedback and providing updates to senior management
- Applied effective time management techniques to meet tight deadlines.
- Demonstrated strong organizational and time management skills while managing multiple projects.
- Gained extensive knowledge in data entry, analysis and reporting. Completed paperwork, recognizing discrepancies and promptly addressing for resolution.

BUSINESS DEVELOPMENT MANAGER

HIVELOOP TECHNOLOGIES
PVT LTD.

Nov 2017 - May 2020

- Market Development and handling sales and marketing of products in the automotive sector
- Dealt with retailers and understanding market trends Good with technology and progressive trends.
- Established relationships with key decision-makers within customer's organization to promote growth and retention.
- Negotiated and closed long-term agreements with new clients in assigned territory. Reached out to potential customers via telephone, email, and in- person inquiries.
- Represented company and promoted products at conferences and industry events.
- Performed client research and identified opportunities for account growth, account penetration and market expansion.

CUSTOMER SALES ASSOCIATE

ASIAN PAINTS LIMITED

Dec 2016 - Nov 2017

- Maintaining good client relationship and handling sales and marketing of products in the automotive sector Meeting dealers and understanding market trends Good with technology and progressive trends. Promoted warranty sales, loyalty rewards and more.
- Maintained specialized knowledge of departmental merchandise to support customer questions and inform buying decisions.
- Rotated merchandise according to supervisor direction, maintaining fresh and attractive sales floor displays. Adhered to company safety policies regarding floor management and customer interactions.