

Seeking a position, which will help to grow my career and use my experience for achieving, promoting goal, mission and vision of the company and myself as well.



MOHAMMED AHMED KHAN

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Mobile No: 8897867772

Personal Details:

Father Name	: Mohammed Khaja Qutubuddin khan
Birth Date	: 27th July 1994
Nationality	: Indian
Gender	: Male
Religion	: Islam
Marital Status	: Married
Languages Known	: English, Hindi, Urdu ,Telugu

Passport Details

Passport No.	: L9412376
Date of Issue	: 20 th June 2014
Date of Expiry	: 19 th June 2024
Place of Issue	: Hyderabad

EDUCATIONAL QUALIFICATION:

Board of secondary High School (ST. Saneen High School)

Board Of intermediate (Vivekananda JR College)

B. Com from (GITAM University)

TECHNICAL SKILLS

I can work in **MS-Office (WINDOWS 98/2000/XP/8) and Internet.**

MS OFFICE

MS Word

MS Excel

MS PowerPoint

Job Overview:

- Handling team with our Fluence Experience to co-operation with all
- Keep abreast of current technology trends.
- Identify, contact and build relationships with prospective customers through a combination of telephone and in-person cold calls, networking and referrals to obtain appointments
- Leverage the on time working system to develop prospecting and sale strategy that ensures high activity and effective closing ratios.
- Design customized, cost-effective solutions for the client.
- Manage a territory using technology, prioritization and time management skills
- Maintain open and effective lines of communication throughout the organization to maintain a sense of teamwork, enthusiasm, pride, and quality workmanship.
- Capture and review any competitive intelligence gathered and proactively communicates this information to marketing.
- Handle Aes Corporates Accounts, like Microsoft, Waverock, Accenture, Dupont etc.
- Handled Franchise Retail Store & team Grown the business grown the Revenue to Partner
- Handled Company Store & team Grown the Business & Revenue to Company with various Activities & ideas.
- Corporate Sales with B2B Vendors in Local as well throughout the state.
- Acquire customers Through Channel, Distributions and achieve the targets given for the allocated accounts & vendors. Responsible to acquire New Enterprise customers by building a thorough understanding of key customer needs and requirements and get them fulfilled.
- Play an integral part in generating new Channel sales that will turn into long lasting relationships.
- Follow internal processes to ensure the end to end sales to deliver the commitment on time.
- Region wise Sales handling, Stock Management, Manpower Hiring.
- Business Analysis Promoters/stores/Tsm/Rsm wise

Experience :1

Worked in Modern Trade Stores As a Airtel Promoter for 1 yr 2011-12

Worked in General trade Market As an Airtel Fse for 1 yr 2012-13

Worked in Airtel DTH as an Fse for 6 months 2013-13

Worked in Airtel Channel as a B2B Outbound marketing executive for 6 months 2013-14

Worked in Airtel Franchise Retail Store as a Relationship Officer & Cashier For 2yrs
2014-15

Worked in Airtel Own Retail as a Relationship Officer For 4 yrs & got Promoted,2015-
2019

Experience:2

As got Promoted from Cro to Fr Store Manager,
Worked in Airtel Franchise Retail as Store Manager For 2 years & got Promoted
2019-21

Experience:3

As got Promoted from Store Manager to **Area Sales Manager**, Worked as
a **Area Sales Manager** from 2021-Jul 2022.

Experience:3

Working in Bnew Mobiles Pvt Ltd As a '**Key Account Manager**' Jul 2022 to
till.

DECLARATION:

I hereby declare that the above information is correct to the best of my knowledge.

Date:

Yours Faithfully,

Place: India

MOHAMMED AHMED KHAN