

Mujahid Khan

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PERSONAL STATEMENT

Destiny is not a matter of chance; it's the matter of Choice. It's not the thing to be waited for; it's the thing to be achieved!

PERSONAL

Date of Birth: **June 23rd, 1989**

Nationality: **Indian**

Marital Status: **Married**

Place of Birth: **Aligarh, India**

Religion: **Islam**

SPECIAL SKILLS

Vast knowledge in field of Business Administration.

Ability to prepare, analyse and read/interpret Structures.

Strong Analytical Skills.

INTEREST

Team Work, Public Speaking & Socializing, Internet Surfing, Reading Stories, Traveling, Cricket, Internet surfing,

CO - CURRICULAR

OBJECTIVE

To synchronize my professional knowledge, experience and skills with the organizational requirements to ensure mutual gains. Enjoy accepting challenges and learning new skills. I look forward to work efficaciously in your esteemed organization.

EDUCATION (ACADEMIC)

Bachelor's in Commerce Agra University	2009
Senior Secondary from Allahabad UP	2006
Higher Secondary from Allahabad UP	2004

Professional Experience: -

CMSZ General Trading LLC. (Zentality)

IR Outdoor Sales & Key Account

Manager

January 2019 to till Date.

- Managing the IR Channel & Key Accounts customers for Zentality products in UAE.
- Zentality products are Tablets, Laptops, Wearables, Accessories and Televisions.
- Managing the growth of the UAE operations with specific concentration on the IR & Retail Sector with our distributor in UAE.
- Working closely with distributors to develop the channel.
- Implementation of the new Internal Sales Strategy.
- Direct Reporting to the Chairman & CEO of the Company.
- Enhance the reputation and relationship of the company with key clients / accounts in order to further the division's business interests.
- Played key role in establishing Van Sales & Key Retailer team and Set up Retail outlets across the Emirates.
- Increasing the customers for Zentality with our Distributor in UAE.
- Sorting issues related to service and taking appropriate action on timely basis.
- To promote the product from assigned outlet, display of products and provide the training to promoters.
- Observe market day to day activities and take necessary steps to overcome the competition and maximize sales through implementing proper sales strategies.

ACTIVITIES

Participated in cricket matches, Fund Raising Programs

- Find new potential areas and maintain good relations with the existing clients & contracts.
- Conducting detailed market research of UAE markets and providing comprehensive analysis.
- Delighting customers by organizing service camps regularly on monthly basis.
- Driving and managing the entire sales process – targeting to top prospects, identifying client solutions, negotiating and closing.
- Maintaining the product visibility on the retail sales floor by providing display stands, POP, stickers and Banners.
- Developing long term sustainable business relationship with corporate and business unit executives for constant sales growth.
- Create product segmentation strategies to maximize sales opportunities across sales channels
Development and implementation of marketing and sales strategies, objectives and plans.
- Maintain, manage, develop and motivate sales force and develop other personnel capabilities to deliver the sales growth and market expansion to achieve targets.

Harman Middle East (Mafco Div) Assistant Sales Manager August 2017 to December 2018

- Managing the Channel Sales for AEG & Vtech (Cordless Phones) and Electrolux & Honeywell (Led Lightning) products in UAE.
- Managing the growth of the Middle East operations with specific concentration on the Retail sector with our distribution brands like AEG, Vtech, Electrolux and Honeywell products as well.
- Direct Reporting to the Sr. Sales Manager of the Company.
- Observe market day to day activities and take necessary steps to overcome the competition and maximize sales through implementing proper sales strategies.
- Find new potential areas and maintain good relations with the existing clients & contracts.
- Conducting detailed market research of UAE markets and providing comprehensive analysis.
- Focus on sales and retaining customers through various promotional schemes.
- Delighting customers by organizing service camps regularly on monthly basis.
- Driving and managing the entire sales process – targeting to top prospects, identifying client solutions, negotiating and closing.
- Increasing Dealers Network in the assigned territory.
- Sorting issues related to service and taking appropriate action on timely basis.
- Maintaining the product visibility on the retail sales floor by providing display stands, POP, stickers and Banners.
- Developing long term sustainable business relationship with corporate and business unit executives for constant sales growth.

Headlinks General Trading LLC Sales Manager January 2017 – August 2017

- Managing the growth of the Middle East operations with specific concentration on the Retail sector with our distribution brands like Ctroniq , Trevi, Elari, Olympia, Lindy, Peter Jackel, Snakebyte, Crucial Memories and Micron.
- Direct Reporting to the Managing Director and General Manager of the Company.
- Observe market day to day activities and take necessary steps to overcome the competition and maximize sales through implementing proper sales strategies.
- Find new potential areas and maintain good relations with the existing clients & contracts.
- Conducting detailed market research of UAE markets and providing comprehensive analysis.
- Representing Head links in all corporate events like Gitex, Distree etc. in UAE.
- Handling sales and marketing for Ctroniq in Qatar and Bahrain by making official visits to these countries on regular basis and providing solutions to the customers.

Headlinks General Trading LLC
Senior Sales Executive
Sep' 2015-Dec' 2016

- Managing the Channel Sales for Ctroniq and Trevi products.
- Focus on sales and retaining customers through various promotional schemes.
- Delighting customers by organizing service camps regularly on monthly basis.
- Increasing Dealers Network in the assigned territory.
- Sorting issues related to service and taking appropriate action on timely basis.
- Maintaining the product visibility on the retail sales floor by providing display stands, POP, stickers and Banners.

Headlinks General Trading LLC
Sales Executive
June 2014-September 2015

- Drove sales and product visibility for Tablets and smart wearable's.
- Periodically analysed customer's demand, sales statistics/ trends and competitor products/ pricing to determine business growth potential, suggest modifications and incorporating the same in business strategy.
- Formulated business roll out plans for the year in consultation with the General Manager. Enhanced product penetration, developed and implemented strategic/ tactical marketing strategies to support organizational sales activities, drive growth and revenue/ profit achievement.
- Prepared and analysed periodic sales reports- highlighting trends and forecasting, submitted the same to the senior management to enable further decision-making.

MBTech Solution
Sales Executive
March 2013-May 2014

- MBTech is was a social media advertisement company, they were doing the promotion by social media Like: - Facebook, YouTube, Emails, Messages, WhatsApp. SMS, Twitter, LinkedIn, SEO etc...
- Selling and marketing right from cold call to closing the batch. This includes taking appointments, giving presentations, convincing the customer and closing the batch.
- Focused on client engagement and business development activities.
- Observe market and take necessary steps to overcome the competition and maximize sales through implementing proper sales strategies.
- Find new potential areas and maintain good relations with the existing clients & contracts.

Pioneer House LLC, Dubai
Sales Executive
October 2010-March 2013

- Focused on client engagement and business development activities.
- Developing long term sustainable business relationship with corporate and business unit executives for constant sales growth.
- Responsible for answering emails from Du regarding Customer feedback and customer satisfaction reports or resolve the customer's queries and provide appropriate solutions

Achievements: - I was asked to promote a new category of DU Post-paid connections to corporate clients in areas where our competitor Etisalat was very strong. I analysed the problems/Issues customers were facing from our competitor and provided them the solutions at their door step along with giving them after sales support on priority basis. Our customer network increased significantly within a short span of time. Since this category was a new injection in our company portfolio, therefore it was appraised by the senior management.

REFERENCES