



ABDUL GUFRAN KHAN

Customer Success
And Sales

Contact

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polls.in

Skills

Team leader for 2 year in
Robin hood army social
welfare

Communication and better
understanding

Quick learning and
adapting new things

Software

CRM softwares like odoo
and fresh desk

Basic knowledge of R
language

Career objectives: To enhance the performance of the company for better output through a disciplined, organized and progressive way with my sincerity, creativity and hard work.

Work History

2021-06 -
2023-09

Sales Executive

Pantaloons By Aditya Birla Group, , Indore

2021-10 -
2022-04

Sony

Business Development Executive , Indore

- Reached out to potential customers via telephone, email, and in-person inquiries.
- Generated new business with marketing initiatives and strategic plans.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.

2022-04 -
2023-03

Customer Success Associate

Ginesys ERP Retail, Indore

- Focused Job in ERP solution firm where i have Manage Customer accounts and do Up Sales to the existing customer and also collect the Renewal annual Subscription amount from customers as the Ginesys is a end to end SAAS based software i have learned all the in outs of the ERP and POS
- Also given software training to the new customer.
- Increased revenue by cross-selling and upselling products and services.
- Reached out to potential customers via telephone, email, and in-person inquiries.
- Generated new business with marketing initiatives and strategic plans.

Education

2020-09 -
2021-10

Master Of Business Administration: Marketing And Business Analytics

Acropolis Institute of Technology And Research - Indore

2017-03 -
2019-11

Bachelor Of Business Administration: Marketing

Navsamvat College - Ujjain

Certifications

2022-01

Intermediate ms-excle

2022-06

R language

Interests

National player in Football and athletics

Powerlifting and workout

Exploring new things