

Junaid Khan

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Work Experience

➤ **Business Development Manager**

May'22 – June'22

Sunstone

Responsibilities:

- Lead generation, Product demo, negotiation, Sales Closure.
- Channel marketing, Revenue generation.

➤ **Territory Sales Manager**

June'19 – May'22

Navneet Toptech (Esense learning Pvt. Ltd.)

Responsibilities:

- Lead generation, Product demo, negotiation, Sales Closure.
- Managed Team of 3-4 members.
- Handled client queries and service team.
- Market Research and conducted CSR activities.

Education

Jio Institute	PGP	Digital Media and Marketing Communication	2022-23
Anjuman college of Engineering & Technology, Nagpur	B.E	Mechanical Engineering	2014-18
Sandipani Jr. College, Nagpur.	HSC	Science	2012-14
Kendriya Vidyalaya Ambajhari, Nagpur	SSC	CBSE	2002-12

Projects/Internships

Internship: Ordnance factory Ambajhari Nagpur (Govt. of India)

May'17 – June'17

Roles :

- Learned the importance of fuse on the top of a shells and mortar.
- Manufacturing process of shells and mortars.
- Studied about Quality assurance and quality control unit of factory.
- Report submitted on increasing productivity in lesser time.

Project:

➤ **A project on Godrej Consumers product.**

- Awareness and engagement of Godrej Hair colour shampoo product on social media.
- Different platforms were targeted to increase the product reach.

➤ **Design of Duct for Air cooling system.**

- Performed all the design calculations.
- Designed the duct on Autocad.
- Implemented the same in Computed Aided Lab with all Insulation.

Certifications

- Google Analytics
- Hootsuite Platform
- Introduction to Data Analysis using Excel by Rice University
- Better Business Writing in English by Georgia Institute of Technology
- Improving Communication Skills by Wharton School of the University of Pennsylvania
- Statistics for Marketing by Meta

Skills

- AutoCAD
- Catia
- MS-EXCEL
- Google Analytics
- Hootsuite
- Data Visualization - Tableau

Hobbies

- Fitness
- Music and Singing
- Travelling