

Junaid Khan

+91 7020482538

jndkhan.7860@gmail.com

LinkedIn - <https://www.linkedin.com/in/junaid-khan-b0a9011ab/>

Work Experience

➤ Business Development Manager

May'22 – June'22

Sunstone

Responsibilities:

- Lead generation, Product demo, negotiation, Sales Closure
- Channel marketing, Revenue generation
- Identifying market opportunities through meetings, networking and other channels
- Meeting existing and potential clients and building positive relationships
- Preparing financial projections and sales targets

➤ Territory Sales Manager

June'19 – May'22

Navneet Toptech (Esense learning Pvt. Ltd.)

Responsibilities:

- Managed to onboard more than 30 schools every year
- Lead generation, Product demo, negotiation, Sales Closure
- Managed Team of 3-4 members
- Traveling throughout an assigned territory to train and guide company sales representatives.
- Handled client queries and service team
- Leads training sessions on company product offerings and sales techniques
- Conducting surveys to better understand customer needs
- Monitoring competitors' sales activity within an assigned territory.
- 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	2011-12

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:

- **X-Culture Project** – Worked in a global virtual team to create a marketing strategy for an international brand planning for market expansion, Oct'22 – Nov'22
- **Godrej Expert Project** – Formulated a digital and social media marketing campaign for the hair color shampoo, Oct'22
- **Facebook Project** – Applying qualitative research to understand Consumer's Insights regarding Facebook (Meta)
- **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

- Introduction to Management Consulting by Emory University
- 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
- Global Collaboration Certificate by X-Culture

Skills

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|---------------------|--------------------------------|
| • Leadership | • Project Planning |
| • Problem Solving | • Digital and Social Marketing |
| • Critical Thinking | • SEO/SEM |
| • Communication | • Tableau |
| • Negotiation | • Hootsuite |
| • Creative | • CATIA |
| • Adaptability | • Solidworks |
| • Time Management | • Autocad |
| • Research | |

Hobbies

- Fitness
- Music and Singing
- Travelling