

# Amjathkhan Shiekusman

Mumbai, Maharashtra, India

amjath.ktc@gmail.com

+919750816163

[linkedin.com/in/amjathkhan-shiekusman](https://www.linkedin.com/in/amjathkhan-shiekusman)

## Summary

I am a Business Development Manager at KANEX, a leading provider of fire and safety solutions in India. I have over 15 years of experience in the field, with a strong track record of developing and managing dealer networks, ensuring customer satisfaction, and finding new opportunities in the market. I am also a proud member of the Fire and Security Association of India (FSAI), where I share my insights and expertise with fellow professionals and stakeholders.

Besides my professional work, I am passionate about leveraging the power of digital platforms to create value and impact. I have a large and engaged LinkedIn family of over 30k followers, who benefit from my content on safety, entrepreneurship, and technology. I also run a successful online portfolio, Waybest, where I offer freelancing and affiliate marketing services, as well as showcase my interest in artificial intelligence and its applications. My goal is to inspire and support others in achieving their personal and professional aspirations while contributing to the advancement and well-being of society.

## Experience



### Business Development Manager

"KANEX" | Kanadia Fyr Fyter Pvt. Ltd.

Mar 2019 - Present (4 years 11 months)

1. Key dealer management and developing dealer network in the new and existing areas.
2. Identifying and networking with financially strong and reliable dealers and Channel partners, resulting in deeper market penetration and reach.
3. Ensure 100% of deliveries happening as per the company policy.
4. Building and maintaining healthy business relations with major Distributors, ensuring maximum customer satisfaction by achieving delivery & quality norms.
5. Finding gaps and new opportunities in the market to increase revenue.



### Member of Fire & Security Association of India

Fire and Security Association of India (FSAI)

Jan 2023 - Present (1 year 1 month)



### Assitant Branch Manager - Corporate Sales

Ceasefire Industries Pvt Ltd.

Mar 2016 - Feb 2019 (3 years)

1. Involved in the complete corporate sales process of Prospecting, Approach, Needs Assessment, Presentation, Requirement Finalization, Negotiation, Closing, and Follow-up.
2. Conducting Field Surveys and Report Preparation.
3. Responsible for achievement of Business targets through Customers and End Users.
4. Pan India Customer Account Management.
5. Customer Contract Drafting and Finalization.

6. Fire Safety Assessment and Reporting – Design of Fire Equipment Installation at client locations and customer query resolution.
7. Customer Account Reconciliation of Invoices and Payments and recovery of outstanding.
8. Motivating and ensuring to align the entire team on the company objectives.

### **Customer Service Executive**

**Pest Control India (Pvt) Ltd**

Oct 2010 - May 2015 (4 years 8 months)

1. Responsible for achievement of Business targets through Customers and End Users.
2. Hands-on experience in Inventory Management and Stock Planning.
3. Monitoring sales and marketing activities; implementing effective strategies to maximize sales and accomplish revenue and collection target.
4. Identifying and networking with prospective clients: generating business from existing accounts and achieving profitability and increase sales growth.
5. Daily sales report and Stock report Preparation.

### **Business Development Executive**

**Visaga Techno System**

Nov 2009 - Jul 2010 (9 months)

1. Facilitating the entire sales process; cold calling, lead generation, closing sales  
Coordinated payment, shipping, and installation of equipment.
2. Delivered exceptional sales managing In my Location Key Accounts as well as individual owners  
Created and developed sales strategies, and business development plan for the territory.
3. Working with a wide customer base of Women's College and Girls Schools and Educational Institutions

### **Sales Executive**

**Kailash Trading Corporation**

Nov 2008 - Nov 2009 (1 year 1 month)

1. Responsible for assigned sales targets (monthly, quarterly and annually).
2. Goals set for centers month on month, maintaining the relationship with target customers, customer service, ensuring a high rate of return on investment, sales support and sales.
3. Maintaining AD stock as per norms, Document collection, Provide daily updated data to AD., Promoting the Brands & Encouraging the Sales through various Promotional Activities (CBYs, Van Activity etc.), Establishing a healthy relationship with retailers, Effectively handled the Retailers Claim Settlement, Promoting Sales through Visibility in my area.
4. Operating Internet, Updating all records and documents (Hard copy as well as Soft copy), Purchasing and maintaining stocks, Data Entry, Updating accounts, Compiling MIS reports, Networking with different stake Holders and organization.
5. Proper execution of the order and dispatch it on time.
6. Follow up for payment.
7. Maintain good relation with client.

### **Sales Representative**

**Sri Ragavendra Pharma Distributors**

Jun 2002 - Jun 2006 (4 years 1 month)

1. I was worked as s Sales Representative (Pharmaceuticals Distributor) - Part-Time.
2. To get the order from Pharmacy and deliver the order and Collection.
2. Establishing a healthy relationship with Pharmacist, Promoting Sales through Visibility in my area.

## Education

### **2006 - 2008 Dhannish Ahmed college of Engineering**

MBA, HR and Marketing

2006 - 2008

MBA - HR and Marketing

### **2003 -2006Madras University Correspondence Education**

BBA, Business Administration

2003 - 2006

BBA- Bachelor of Business Administration / Distance Education.

### **Govt.HSS.**

H.S.C, Physics, Maths, Chemistry, Computer Science

2000 - 2002

hr.sec.school, Arasampatty

79% (First Class)

Area of Specialization in MBA:

## Licenses & Certifications



**The Fundamentals of Digital Marketing - Google**

FK5YDXF2G



**Making Quick Decisions - LinkedIn**



**Strategic Human Resources - LinkedIn**



**Prioritizing Your Tasks - LinkedIn**



**Asserting Yourself, an Empowered Choice - LinkedIn**




**Influencing Others - LinkedIn**



**Critical Thinking - LinkedIn**



**Time Management: Working from Home - LinkedIn**

 **Sales: Handling Objections** - LinkedIn

 **The Six Morning Habits of High Performers** - LinkedIn

 **Starting a Memorable Conversation** - LinkedIn

 **10 Ways to Stay Motivated While Job Hunting** - LinkedIn

 **Writing a Resume** - LinkedIn

 **“Qlikview BI tool “ workshop-Business Intelligence** - Suven Consultants and Technology Pvt.Ltd.

**Google Data Studio: Creating Effective Dashboards Workshop** - JS Academy @  
Jatan Shah-Microsoft Certified Trainer

**Basic to Advanced MS Excel** - JS Academy @ Jatan Shah-Microsoft Certified  
Trainer

**Fire Protection design** - MITI Engineering Consultancy

## **Skills**

Sales • Sales Management • Customer Satisfaction • Operations Management • Marketing •  
Customer Relations • Customer Experience • New Business Development • Sales Operations •  
Business Development