



## Curriculum Vitae

**MUBARIK KHAN**

V.P.O-Malai, Teh-Hathin, Dist-Palwal(HR)

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Dear Sir,

My interest in a middle level managerial position has prompted me to forward my resume for your review and consideration.

In a career spanning almost 61 years, I have had varied experience in diversified industries like retailing, Services, Finance and Insurance products, Market Research. Additionally I have had sound exposure in establishing joint ventures with different Financiers, their dealers/franchisees and corporate and in rolling out various finance schemes, including maintain the retailers and dealers in assigned territory in Kandhari Beverages Ltd( COCA-COLA) company.

My areas of expertise have been in achieving ambitious revenue target, meeting stiff deadlines, managing a team and solve the dealers and retailers' problems.

- Channel Management
- Market Research for potential assessment.
- Devising Marketing Strategy.
- Business Development – Horizontal and Vertical.
- Business Analysis – Information collection & Analysis.
- Direct involvement with Dealers and Retailers.

My strengths include sound people management skills, and ability to handle pressure with ease, good analytical and organizational ability and logical reasoning. A belief in achieving results against all odds.

The enclosed resume elaborates the details of my skills, experience and merits, based on which I present my candidature.

Yours Truly,  
Mubarik khan

### **BRIEF OVERVIEW**

- Intensive experience in Retailing, Finance & Insurance Services, Market Research.
- Strong exposure and understanding of Business Strategy planning and implementation.
- Track record of providing excellent client satisfaction and management of business partners.
- Strong quantitative and Conceptual abilities.
- Excellent presentation and people management skills.

## **PROFESSIONAL EXPERIENCE**

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### **IOB Profile of Sales Supervisor in K.B.L (coca-cola):-**

Execute coverage and distribution plans for his territory. Drive execution of the sales and distribution agenda on daily, weekly, monthly basis

#### **Responsibilities:-**

- Make sure the availability of stock inventory at outlets.
- To expand numeric distribution reach.
- Ensure 100% route operation daily and outlet coverage as per the route plan.
- Ensure the sale of niche brand/packs.
- Liquidation of nearing BBD products.
- Monitoring of company schemes given by PSR to retailers.
- To take action on reports received from MD, s.
- Development of new outlets and relationship building with existing Outlets.
- Ensure merchandising and brands availability at outlets.
- To coordinate any events/exhibition from time to time.

### **IOB Profile of Sales Manager in Max New York Life Insurance Company Limited:-**

**Territory Manager:** Developing life insurance, Business through a dedicated team of life insurance Adviser.

Recruiting, Training and co-ordinating a team of insurance Adviser, Providing input to the team on:

**Max New York Life Insurance Company Limited.** Products

#### **Effective selling skills:-**

- Handling sale of unit linked insurance policies with the help of team of 25 Insurance Advisors.
- Handling inbounds calls relating to customer queries on a product or service, update the relevant information in the data base, update and sales support, complaint handling, technical quires.
- Recruitment and training of insurance Advisors, Development of life insurance business through a team of insurance Advisors, handling sale of unit linked other plans to achieve self of branch targets.

### **JOB Profile Of Project Manager:-**

- Worked with **Rasali Kanwar Khan Trust** since Aug 2010 to Aug 2012. Project Areas: - Education, Water, Horticulture, Health and Employment Generation)

### **Job Profile:-**

- Ensuring monthly planning, implementation, monitoring and evaluation of the activities of the project at Block Level.
- Represent project at block level platforms while providing positive and inspiring leadership and representation.
- Increase knowledge, attitudes and positive practice of individuals, families, communities and service providers about health.
- Identify and develop linkages between Community and Health Department.
- Accountable for program quality of the Block level program.
- Draw up strategies to sustain the impact of intervention.

### **Soft Skills:-**

- Excellence Presentation skills, Comprehensive Problems Solving abilities, Good Verbal and written Communication, team player, Dedication, Hard worker and try to evolve myself with each learning Experience.

### **Summer Training Project:-**

- 8 week training in "E: CORTS PVT. LTD." As a major Pioneer in tractor Marketing.

### **Winter Project report:-**

- Analysis Brand comparison between Pepsi and Coke

### **Technical Qualification :-**

- One Year Computer Diploma from NCPUL Govt. of India in 2003.

### **Professional Qualification:-**

- Master of Business Administration (Marketing and HRM) from MDU Rohtak.

### **Personal Details:-**

Father's Name	:	Sh. Umar Mohd.
Date of Birth	:	02/11/1983
Marital Status	:	Married
Language	:	Hindi, English, Urdu