

Mohd. Akhtar Khan

Marketing, Growth & Activations

406/New Siddharth Nagar, Thane (E) - 400603

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CAREER OBJECTIVE

Highly motivated Sales Associate with extensive customer service and sales experience. Outgoing sales professional with track record of driving increased sales, improving buying experience and elevating company profile with target market. Focused sales and Marketing Supervisor with proven records of outperforming sales objectives, exceeding service standards and outpacing performance goals. Solid fmcg background with in-depth knowledge of related practices and market fluctuations. Motivated team-oriented and enthusiastic about using skills to boost sales and support company success.



EXPERIENCE

BM Enterprises Pvt Ltd

Team Leader (Agency Supervisor) / Aug 2014 – Sep 2018

- Retail sales
- Merchandising
- Managing stock
- BTL
- Supervising Team of Promoters
- Retail Sales
- New counter acquisition
- Supervising sales & operations

SUPRDALY - Supr Infotech Solution Pvt Ltd

Sales and Marketing Supervisor / Dec 2018 – Apr 2020

- Responsible for growth and customer acquisition for Mumbai region.
- BTL activations
- Field sales
- Budget
- Team leading
- Surprise Auditing
- Brand visibility

Skills

- ✓ Teamwork / Collaboration
- ✓ Communication & Networking
- ✓ Proactive & Problem Solving
- ✓ Ideation & Execution
- ✓ Strong work ethics
- ✓ Ability to work under pressure

Core Strengths

- ✓ Field Sales
- ✓ BTL activations
- ✓ Team player
- ✓ Retail acquisition
- ✓ Excellent communication skill
- ✓ Channel sales

Forte

- ✓ B2B and B2C sales
- ✓ BTL Marketing
- ✓ Retail/counter sales
- ✓ Team management

Education

- ✓ Completed S.S.C - 2008
- ✓ Completed H.S.C - 2010
- ✓ Completed BBM(e-com) - 2014
- ✓ Diploma in Import Export management

Linguistic Skills

- ✓ English
- ✓ Hindi
- ✓ Marathi