

# Tabish Khan

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## Work Experience

### SenRa Tech – Associate Sales Manager – West Region

Mumbai, India – April, 2024 to Present

- I was managing sales for the west region i.e. Maharashtra and Gujarat.
- Lead Generation: I was generating leads with the help of tools like Apollo, LinkedIn, previous leads in Zoho, referrals.
- Meeting clients to gather requirements.
- Worked closely with pre-sales, marketing, and technical teams to ensure alignment of client solutions.
- I created tailored proposals and client-centric solutions, negotiated prices, closed deals.
- Dealt with B2B companies like LTTS, TATA Motors, CBRE and B2G like the Indian Navy.

### ADDA – Sales Manager

Mumbai, India – June, 2023 to Jan, 2024

- I was managing end-to-end sales as an individual contributor.
- Implemented sales best practices, including CRM monitoring, daily calling sprints, and SOPs, resulting in an optimized sales cycle.
- Successfully managed sales of the product to enterprise client societies in Mumbai.
- Monitored team performance through key metrics, annual recurring revenue calculations, market intelligence reports, competitor and SWOT analysis.
- Executed effective account management processes, consulting clients on requirements and facilitating communication with the tech team for technical queries.

### UpGrad – Senior Associate – Student Success

Mumbai, India - May, 2021 to March, 2022

- Ensured timely completion of program (London Business School) for a pool of 250 students.
- Served as a single point of contact between clients and the organization, acting as an "upGrad Buddy" to resolve academic and non-academic concerns.
- Coordinated with sales, marketing, and the team for smooth client onboarding.
- Achieved CSAT of 79, highest in the vertical.

### Wallwork Décor - Founder

Mumbai, India – Nov, 2019 to April, 2021

- Managed end-to-end product delivery, overseeing relationships and timely completion with third-party vendors.

- Implemented effective marketing strategies like influencer marketing, Instagram ads via social media channels, resulting in business growth.
- Established B2B partnerships with retail clients for offline sales.
- It was a zero-asset business. I aggregated every aspect of the business from vendors.

### **Ubereats – Account Manager**

Mumbai, India – March,2019 to Jan,2020

- Managed 12 enterprise brands with 400+ outlets, increasing business revenue through the UberEats platform.
- Maintained brand consistency through routine check-ups on key parameters.
- Facilitated long-term partnerships and liaised between clients and UberEats marketing for relevant campaigns.
- Contributed to the growth of a brand from zero to 40+ outlets pan India within 8 months.

### **Entropy Innovations Pvt. Ltd – Business Development Manager**

Mumbai, India – May,2017 to Dec,2018

- Successfully closed deals worth INR 1.2 million per deal.
- Acted as an account manager, prospecting clients, pitching business plans, and negotiating deals.
- Engaged with major oil companies, obtaining approvals for space leasing in multiple states.
- Collaborated with the marketing team to promote business and attended franchising events for market understanding.

### **Education**

- Amity University Rajasthan  
**B.Tech Mechanical and Automation Engineering: CGPA – 6.82**
- DY Patil University, Mumbai  
**EMBA, Marketing Management**

### **Skills**

**Advanced:** Market Research | Contract Negotiations | Strategic Planning | Sales | Consulting  
**Intermediate:** PowerPoint | Salesforce | Freshdesk | Jira | Tableau | Power BI | Zoho

### **Additional Information**

- Founded Wallwork Decor, managing all operations singlehandedly.
- Core team member and sponsorship coordinator at Amity Innovation Incubator.
- Successfully pitched business plans to BPCL dealers across Andhra Pradesh and got cluster level approval.
- Winning team member of Amity Kabaddi League, with a silver medal in theatre.