# RESUME

**Address-**

**Nazim Khan**

**S/o Mr. Mehendi hasan**

**Add: Vill & Post- Mai**

**Chandausi Distt - Sambhal (U.P)**

**Contact No: - +91-9012345741**

**E-mail:- nazimk1994@gmail.com**

**Objective:-**

* **A result oriented professional with over 6.5 years of experience in Sales & Retails Marketing, Business Development, Stock Management, Distribution & Channel Management, Customer Relationship Management and Team Management.**
* **Doing a mix of both Sales and Marketing.**
* **Sales in the form of achieving set goals & increasing market share with the help of team-members and inputs from the organization in form of schemes and budgets.**
* **An Out-of-the-Box thinker with a proven track record of increasing revenues, streamlining workflow and creating a team work environment to enhance productivity.**
* **Deft at ensuring healthy ROI for the stockists in the territory and implementing urban and rural infrastructure for expanding reach & commercial controls on promotional budget.**
* **Expertise in marketing plan execution & product promotion to accomplish the decided targets.**
* **An innate flair for accepting challenges; managing & leading sales / collection functions and achieving desired targets.**
* **An Effective Communicator with Good Presentation Skills and abilities in forging business partnerships and establish beneficial relationships with Channel Partners.**

**Work Experience:-**

1. **Bharti Airtel LTD.**

**Job Profile: - Senior Executive TSM (Sales & Distribution)**

**Location: - Moradabad**

**Duration: - 22 july-2021 to Till Now**

**Job Responsibility: -**

* **Handling all Broadband and postpaid business of 3 citys Moradabad,Amroha,Gajraula.**
* **12 Distributer with manpower of company 20 Xtream Fiber Executive.**
* **Motivating and boosting team work through rigorous working and guiding them to handle distribution through micro monitoring of XFE and Partner.**
* **Ensuring Proper scheme communication in city.**
* **Maintain Business hygiene in the city**

1. **Working with** **Reliance Jio Infocomm LTD.**

**Job Profile: - Assistant Manager (Sales & Distribution)**

**Location: - Sambhal**

**Duration: - Jan-2021 to July2021**

**Job Responsibility: -**

* **Handling all Prepaid + Handset business from GT with total URO- 240 and UAO- 150.**
* **One Distributer with manpower of 07 FSE + 3 XDSS in JC Town.**
* **Partner’s revenue 60 lac per month.**
* **Motivating and boosting team work through rigorous working and guiding them to handle distribution through micro monitoring of retailers, FOS and Partner.**
* **Ensuring Proper scheme communication in market**
* **Maintain Business hygiene in the market.**

1. **Working with** **Reliance Jio Infocomm LTD.**

**Job Profile: - Senior Executive (Sales & Distribution)**

**Location: - Sahaswan**

**Duration: - Feb-2018 to Dec-2020**

**Job Responsibility: -**

* **Handling all Prepaid + Handset business from GT with total URO- 172 and UAO- 137.**
* **One Distributer with manpower of 05 FSE + 2 XDSS in JC Town.**
* **Partner’s revenue 25 lac per month.**
* **Motivating and boosting team work through rigorous working and guiding them to handle distribution through micro monitoring of retailers, FOS and Partner.**
* **Ensuring Proper scheme communication in market**

1. **Working with** **Coca Cola (Windsor Pvt LTD.)**

**Job Profile: - Senior Executive (Sales & Distribution)**

**Location: - Chandausi Rural**

**Duration: - Jan-2017 to Feb-2018**

**Job Responsibility: -**

1. **Working with** **Reliance Jio Infocomm LTD. (Kutumbh Care Pvt LTD.)**

**Job Profile: - Sales Promoter**

**Location: - Chandausi**

**Duration: - Nov-2016 to Jan-2017**

**Education Qualification: -**

* **M.Com from MJPRU Bareilly 2018.**
* **B.Com from MJPRU Bareilly 2016.**
* **Intermediate from U.P. Board Allahabad in 2013.**
* **High School from U.P. Board Allahabad in 2011.**

**Strengths: -**

* **Adaptability**
* **Good sense of humor**
* **Public Relation**
* **Good Communications**

**Achievements: -**

* **Highest Mobile internet in zone.**
* **Recognition from seniors for good job done.**
* **Best Sales in Quarter 3 in 2019**.

**Personal Details: -**

**Father’s Name: Mr. Mehendihasan**

**DOB- : 21- July-1994**

**Marital Status: Married**

**Gender : Male**

**Nationality : Indian**

**Language : Hindi, English**

**Strengths : Hard Working**

**Behavioral: -**

**# Self Driven**

**# Proactive self-starter**

**# Planning & Organizing**

**# Result Oriented**

**# Execution Focus**

**# Motivated**

**Declaration: -**

**I hereby declared that all the facts started above are true to the best of my knowledge and I myself will be responsible if any of the information is found to be wrong.**

**Date-…………………. (NAZIM KHAN)**

**Place-…………………**