

SALMAN KHAN

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E – COMMERCE KEY ACCOUNT MANAGER

SUMMARY

Over 3+ years experienced in Business Development, Sales Strategies and Marketing Planning.

Proven ability to target and reach high standards, strong team builder and skillful negotiator.

Experienced in B2B sales, personal selling and Customer Relationship Management.

Skills sets

- Better understanding Customer Life Cycle and Customer Lifetime Value.
- To evaluate, analyze and communicate customer value proposition.
- Ability to draw sales progress graph and build sales funnel.
- Effective cold calling to identify potential customers.
- Lead generation from different resources to develop lead funnel.
- Team management to grow business and adhere to company policies.
- Pleasant personality with everyone in the company and maintaining hygienic relation with senior's manager and juniors executive.
- Strict follower of company core values, mission and vision of the company.
- Discipline towards work, effective communication, confidence, highly motivated and self-learner.
- Dedicated towards achieve goal and entrepreneurship.
- Ability to analyze business and understand product development.
- Relationship selling
- SPIN selling
- Customer Centered selling
- Sales matrices.

PROFESSIONAL EXPEREINCE



QYURA .COM (E-commerce company; From Jan 2016 to Present), Mumbai.

Designation: Key Account Manager (Business development and sales strategies) Role and Responsibilities

- Develop existing accounts by extending product listings and agreeing activities with customers that will deliver growth in line with targets and objectives.
- Identify and develop new business sales opportunities.
- Be accountable for sales and profitability targets by closely managing pricing, negotiating terms, managing product mix and promotions.
- Collaborate with the marketing team to plan and implement online marketing activities that lead to increased sales.
- Regular reporting on performance against plan, to include customer performance management/performance overviews.
- Feedback trends and opportunities to Management from customer meetings, sales events and key market visits.
- Meet regularly with key online customer, managing relationships and reporting on sales
- Assess market and competitor situation as a constant focus.

Target Audience

SME, Startups companies, corporate sector and B2B.



ReeLabs Private Limited, Mumbai (July 2013 to Dec 2015)

Designation: Business Development Manager (Business development and sales strategies)

Business Managerial role and responsibility

Reviewing monthly sales report with entire team and coordinate sales plan, implementation, product promotion budget, marketing budget with management in terms to gain increase profit and expand business.

Submitting monthly business plan to the management and immediate manager, collecting customer feedback to improve service and discuss same in meeting to nourish customer services.

Reporting to immediate manager on weekly, monthly basis to intimate business profit and customer queries.

Always present in meeting conducted by the higher management and contribute idea to increase customer footfall.

Coordinating with finance, marketing, customer service and operation department at point of requirement.

Product training to new joining and doing joint working with them on requirement.

Ability to handle team and responsible to motivate team. Believe in teamwork.

Knowledge of advanced excel to prepare daily report and project planning and database management.

Knowledge of sales force related to customer management and lead management

Sales and Business Development Planning

Develop existing accounts by extending product listings and agreeing activities with customers that will deliver growth in line with targets and objectives

Be accountable for sales and profitability targets by closely managing pricing, negotiating terms, managing product mix and promotions.

To develop sales strategy to gain profit on business with various sales methods, cold calling and product campaigning.

To identify potential customer and generate need, product/service awareness and benefits.

Responsible to negotiate price to keep in mind products least price and accordance with rules and regulation.

To meet high end customer and decision maker to identify buying capacity and to pitch the products.

Involved to generate invoice and paper work done related to pre sales and post sales.

Responsible preparing presentation and demonstration in front of customer to close the deal.

Marketing Planning

Responsible to conduct seminars and presentation to the clients place for gathering more prospect information.

Responsible to conduct product campaigning in public and private place to create awareness of the product.

Responsible to share knowledge to develop new and modified marketing activities with marketing team.

Knowledge of Traditional marketing, Content marketing and digital marketing and 4Ps of the products.

Knowledge of products life cycle and different stages of phases. Product branding and matrices.

Customer Relation /Loyalty Management

Ability to identify new business for sales opportunities.

Responsible to handle inquiries related to product selling, company policies and sales agreement understanding.

Resolved credit bureau disputes in an accurate and expedite manner.

Building relation with new customer for business development and look after to maintain existing customer to update company progress and cross selling.

Handle customer service and post selling issues related to products and services.

Well verse experienced with customer life time value proposition method.

Adhere to customer loyalty and customer centered selling.

Target Audience

SME, Startups companies, corporate sector and B2B.

ACADEMIC QUALIFICATION

Bachelor of Technology in Biotechnology.

ACHIEVEMENT

Increased sales by 15 % by annual growth.

Broaden client base by 10% annually.

Target achiever recognized by certificate.

PERSONAL INFORMATION

Date of Birth: 6th Jan, 1991

Address: 663, Lotus colony, Govandi (w), Mumbai 400043.

Language know: English, Hindi and Marathi.

Hobbies: Reading and Exploring new places.

I do hereby declare that the above information is true to the best of my knowledge

Place: Mumbai

Date:

Signature