

Dr.FAISAL MOHAMMAD KHAN

402, Gulmohar Heights,
Near Gulmohar Marriage Garden
, Airport Road, Bhopal .M.P.

Contact: +91 9893293296 / 7771001296 +91 (755) 4909386;

Email: fmkhan44@gmail.com

Skype – fmkhan44

SALES & MARKETING/ FINANCE/ INSURANCE/SOFT SKILLS/TRAINING PROFESSIONAL

With 16 Years of trail blazing success, seeking assignments as trainer that can provide me an opportunity to integrate my multiple skill-set and experiences to achieve an amalgamation of organizational as well as personal goals

Areas of Expertise

Sales & Marketing
Training & Mentoring
Retail Finance
Public Relations
Budgeting &
Forecasting
Key Account
Management
Product Promotions
Dealer Management
Market Research
Team Management

CAREER SNAPSHOT

- ⇒ Seasoned Finance/Marketing Training professional with 17 years of extensive experience impacting organizational performance through expert business development, and financial management
- ⇒ Worked with leading brands of the **Automobile and Insurance sector** with an established record of achieving business milestones.
- ⇒ Accomplished in identifying and capturing market opportunities to accelerate expansion, increase revenues, and improve profit contributions.
- ⇒ Dedicated quality and customer champion driving cultural change from product focus to customer focus through intensive use of business intelligence, market research, and customer insights.
- ⇒ Consistently cultivated long-term relationship with clients ensuring repeat business. Provided best finance options from banks to clients.
- ⇒ Strong strategist with ability to establish and operate a business venture as a profit-centre head successfully.
- ⇒ Expert at managing customer centric operations & ensuring customer satisfaction by achieving delivery & service quality norms.

CAREER HIGHLIGHTS

- Accoladed with **BEST RETAIL FINANCE MANAGER** Award for the **FY 2011-12 and FY 2012-13 and CSF Awards for FY12-13, FY13-14 and FY14-15**
- Has done more than 1000 training to dealers sales team
- Has done More than 500 trainings to Sales and Marketing team in Eicher and Sonalika Tractors
- Strategic tieups with two major financiers in MP and Rajasthan (Rajasthan Gramin Bank & Narmada Jhabua Gramin Bank)
- Accoladed Best ZCM award in FY 16-17.

PROFESSIONAL OUTLINE

International Tractors Ltd.

Sep 2016 – Till Date

Career Graph

• Zonal Commercial Manager (Madhya Pradesh & Chattisgarh),

Key Profile

- Handling Commercial, Insurance and Retail Finance.
- Mentoring Team to perform (**A team of 16 highly talented Commercial Managers**)
- Liaising with various business associations, CAs, HNIs, etc. to promote product range; Conceptualizing and executing various cost effective sales promotion campaigns.
- Building and maintaining strong commercial relationships with local representatives from Company preferred financial partners.
- Achieving desired quality levels through smooth process implementation and compliance across the region.
- Identifying Training needs of Sales team and design **training modules** for them.
- Identifying and implementing strategies for building team effectiveness by promoting a spirit of cooperation between team members.
- To ensure profitable business out of **strategic tie-ups**
- Arranging finance for business partners thru **CFL and TAs (with in strategic and out of strategic tieups)**
- Ensuring control on **NS/EDAs and RCs**
- Soft bucket collections for preferred financiers
- Devising promotional schemes for dealers
- Monitoring stockiest O/s

TAFE Motors & Tractors Ltd.

June 2009 – Sep 2016

Career Graph

- Dy. Manager Retail and Channel Finance (Rajasthan), June 2009 – April 12
- Manager Retail and Channel Finance (Rajasthan), April 12 – Feb14
- Manager Retail and Channel Finance (Madhya Pradesh), Feb14 – Sep 2016

Key Profile

- Handling Channel Finance and Retail Finance for Rajasthan region.
- Facilitating dealers in getting smooth finance from banks and NBFC's.
- Liaising with various business associations, CAs, HNIs, etc. to promote product range; Conceptualizing and executing various cost effective sales promotion campaigns.
- Building and maintaining strong commercial relationships with local representatives from Company preferred financial partners.
- Achieving desired quality levels through smooth process implementation and compliance across the region.
- Ensuring transparency across the channels and customers in the region, for repeat business and conformity to the corporate communication guidelines defined by the management.
- Spearheading change management initiatives, formulating budgets, conducting variance analysis to determine difference between projected & actual results and implementing corrective actions
- Tracking channel limit utilized and ensure timely repayment in coordination with sales team and dealers.
- Maintaining strong relationships with the CBU sales team to devise and implement effective sales strategies to maximize Company business opportunities and increase Company preferred financial partners' penetration of retail sales within the dealer network.

- Monitoring preferred financial partners performance against set of agreed service levels and assisting in finding opportunities for improvements.
- Identifying and implementing strategies for building team effectiveness by promoting a spirit of cooperation between team members.

Bajaj Allianz G.I.C.Ltd

Head Agency Channel (Rajasthan)

May 2008 – Jun 2009

- Training and mentoring team and channel partners
- Responsible for business development thru. IMD's in Rajasthan.
- Monitored the profitability for agency channel as whole and for individual IMD's.
- Led, trained & monitored the performance of team members to ensure efficiency in operations and ensured individual & group targets are achieved
- Managed business development activities and accountable for the top-line profitability and increased sales growth.
- Developed prospective clients across sectors for deeper market penetration.
- Executed effective plans designed to assure achievement of agreed-to volume, market share and profit objectives.
- Successfully drove the MSO concept in Jaipur.

ICICI LOMBARD G.I.C.LTD

Area Sales Manager

Mar 2006 – May 2008

- Monitored insurance of Tractors in Rajasthan, Madhya Pradesh and Punjab from March-06 to May-08,
- Lead the team which increased the insurance Business from 250 Tractors Per month to 1800 tractors monthly.
- Led a team of SM/USM/SO to empanel all the tractor dealers of the states with ICL. Achieved 92% penetration among the dealer universe.
- Achieved the best market share in respect to tractor industry in Oct-06. Maintained about 38% market share in Rajasthan and M.P.
- Updated the statistical database of the company and maintained Tractor industry figures which helped in forecasting the insurance figures and market share of the company for the new quarter.

TRACTOR & FARM EQUIPMENT LTD (TAFE), INDIA

Territory Executive

Jun 2003 – Feb 2006

- Executed sales efforts involving effective promotional activities, product awareness with high potential clients for growth and profitability.
- Initiated several promotional activities to increase sales targets & extended the TAFE marketing strategies in the region.
- Responsible for business plan, demand forecasting, sales budget achievement & managing inventory pipeline, ensuring ready availability of products/services as per the market demand in assigned Territory.
- Planning & organizing promotional activities (Like as Van Campaign, Combing Operations) to build consumer preference & drive volumes and build market presence.
- To monitor dealers' activity, competitor's activity, analyze the market segment in the assigned territory & guide the dealers for better promotion of business.
- Establishing strategic alliances / tie-ups with financially strong and reliable channel partners, financial institution, agriculture institutions resulting in deeper market penetration.
- Implementing effective strategies to maximize retail and accomplishment of revenue and collection targets.
- Interacting and assisting new dealers/Channels for enhancing sales growth, market coverage and promoting the brand.
- Plan according to introduce relevant product in new market (like Stone crushers, compressor, etc)
- Expanding the dealer infrastructure, funds and develop new Sales points in untapped market

- Updated the statistical database of the company and maintained daily reports of the parts sales, which helped to forecast the sales for the new quarter.

MAHINDRA & MAHINDRA LTD, INDIA**Sep 2001 – Jun 2003**

Sales Commander, Sales Executive, Special Projects, (Dealers development)

- Was incharge of Mahindra Vishwas Project in Madhya Pradesh (MP) province, which was one of the most innovative and challenging project of the company
- Identified and networked with financially strong and reliable dealers/channel partners, resulting in deeper market penetration and reach.
- Devised promotional schemes for customers as well as dealers and helps them in retailing Mahindra Vishwas tractors.
- Implemented growth and development for Vishwas dealers and implemented systems as per company norms.
- Prepared sales reports and shared with all levels of management whenever required.

EDUCATION

PhD (Management)

**Master in Business Management,
Post Graduate Diploma in Computer Applications,
Bachelor of Science – Mathematics,
IELTS – “7.5” BAND**

Training

- Sales and marketing training in Mahindra and Mahindra Ltd. Mumbai.
- Product training at Mahindra and Mahindra Ltd. Nagpur.
- Product training at Product Training center, Tractor and Farm Equipment Ltd. Chennai.
- Stock and inventory management training at Tractor and Farm Equipment Ltd. Chennai.
- Certificate in Franklin Covey's Module of Seven Habits.

PERSONAL DETAILS

- Date of Birth : 13th September, 1976
- Languages known : English, Hindi & Urdu
- Marital Status : Married

References Available on Request