

# **RIYAZ KHAN**

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Seeking assignment in Sales & Marketing, and in distribution management with a reputed organization where in can use my skills set.

## **Professional Profiles**

- Total work 10+ years experience in telecom marketing.

## **Core Competencies**

### **In sales & Marketing function**

- Drive sales initiatives and achieve assigned targets.
- Intently key account and strategically secure profile business, goals.
- To implement business strategies for enhancing market visibility and brand product awareness.

### **In Distribution Channel Management**

- Monitor Distributor performance & ensure sales & business target achievement.

### **Relationship Management**

- Relationship Building with Key retails and high volume potential outlets of trade.
- Training development of external & internal team.

## **Career Highlight**

- Presently working with Realme mobile.

## **Job Responsibility**

- To achieve primary secondary targets.
- Tracing care a part of Gwalior City outlet.
- To insure power visibility in assigned tertiary.
- To achieve retails wise target of model wise sales proposition.
- To ensure proper channel commission and trade scheme.
- Special focus on key product like Samsung galaxy Smart Phone.

## **Experience**

- 2 years experience in reliance telecom Ltd. as a Independent sales officer Gwalior.
- 1 year experience in vodafone company as a PSR.
- 7 years experience in Samsung india electronic pvt. Ltd. On payroll.(Syska).
- 2 years experience in Nokia India Pvt. Ltd.
- 1.3 years experience in Realme mobile.

## **Education Qualification**

- Diploma in Computer Application from Maulana Azad Institute of Professional Studies Jiwaji University in Gwalior.
- B.A. Pass from Jiwaji University Gwalior in 2003.
- Higher Secondary Passed from M.P. Board Bhopal in 2000.
- High School passed from M.P. Board Bhopal in 1998.

## **Personal Details**

Father's Name : Shri I.A. Khan  
Nationality : Indian  
Date of Birth : 02-08-1983  
Marital Status : Married  
Current Address : 27, Manas Vihar Colony, Ghosipura,  
Gwalior (M.P.)

**Date:** .....

**Place:** .....

**(RIYAZ KHAN)**