

Aisha Khan

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PROFESSIONAL SUMMARY

Accomplished Business Development Manager with 1 years of progressive experience in Sales. Demonstrated expertise in Sales Operations, Sales Analytics, Forecasting with a strong track record of driving innovation and delivering measurable business results.

CORE COMPETENCIES

Sales Operations

Sales Analytics

Forecasting

Territory Management

Commission Planning

PROFESSIONAL EXPERIENCE

Business Development Manager | RetailMax

2023 - Present | Ho Chi Minh City, Vietnam

- Spearheaded sales initiatives that delivered 38% improvement in operational efficiency
- Led cross-functional teams of 14 professionals across multiple high-impact projects
- Architected and implemented Sales Operations solutions resulting in \$247K annual cost savings
- Established best practices and mentored 3 team members, improving overall team productivity by 32%

EDUCATION

MS in Psychology

University of Pennsylvania | 2020

Bachelor of Science in Psychology

University of Pennsylvania | 2018

CERTIFICATIONS

- Challenger Sale Methodology
- LinkedIn Sales Navigator Certified

LANGUAGES

English | Swedish