

## ALTAMASH.S. KHAN

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## LOGISTICS , MARKETING & BUSINESS DEVELOPMENT PROFESSIONAL

*Seeking challenging assignments with a growth-oriented organization recognizing my potential- to leverage a fast-paced work ethic with intrinsic Business & Communication skills accompanied with education & expertise of 13+ years in the field.*

### PROFILE

- Professionally committed and competent sales & marketing professional with **MBA (Marketing & Finance)**, having around **13 years** of experience in **Marketing, Sales, Business Development, Brand Management, Client Relationship, Brand promotion and Team Management**.
- Worked with **Global Logistics Solutions Pvt. Ltd., Andheri, Mumbai** as **Deputy Sales Manager**; experience in providing exceptional customer services and leading **international clients** across **Middle East and Asia**.
- Designing innovative sales strategies to ensure deeper penetration, customer loyalty and brand presence, thereby bringing in substantial growth in revenues. Exposure in identifying and adopting emerging trends & addressing industry requirements to achieve organizational objectives.
- Contributing to the success by managing, reviewing and undertaking appropriate **Sales, Marketing Strategies, New Customer Development & Brand Awareness Programs** for enhancing the visibility of the products.
- Active team leader with demonstrated ability to mentor and motivate sales teams, enhance performance and contribution levels; hold significant experience of managing a sales & marketing team.

### Core Competencies:

Marketing Research / Analysis ∞ Market Visibility ∞ New Market Development ∞ Business Development ∞ Sales ∞ Distributor / Dealer Appointment ∞ Primary & Secondary Sales ∞ Team Management ∞ Training / Development ∞ Client Relationship Management ∞ Key Account Management ∞ Negotiation Skills ∞ Liaison & Coordination ∞ Excellent Communication Skills

### PROFESSIONAL MILESTONE

**Global Logistics Solutions Pvt. Ltd., Andheri, Mumbai**

**17<sup>th</sup> Jun 2011 – 30<sup>th</sup> Aug 2024**

#### Growth-path:

<b>Sales Executive:</b>	<b>17<sup>th</sup> Jun. 2011 – 31<sup>st</sup> Mar. 2013</b>
<b>Senior Sales Executive:</b>	<b>01<sup>st</sup> Apr. 2013 – 30<sup>th</sup> Mar. 2015</b>
<b>Assistant Sales Manager:</b>	<b>01<sup>st</sup> Apr. 2015 – 30<sup>th</sup> Mar. 2022</b>
<b>Deputy Sales Manager:</b>	<b>01<sup>st</sup> Apr. 2022 – 30<sup>th</sup> Aug 2024</b>

#### Key Responsibilities:

- Looking after the sales & business development for logistics services to the exporters as our prime client; gaining market dominance in the allocated territory. Finalizing orders and providing logistics solutions.
- Formulating and implementing sales & distribution plan at the outlet level, to achieve sales targets; coordinating brand promotion activities in the concerned territories.
- Responsible for dealer development and market expansion by developing and producing sales support material on our services, application and support programs.
- Strategizing and converting quality sales lead into prospective business potential; evaluating new customer needs and insight with focus on new customer business generation.

- Developing key account customers having potential volumes with respect to commodities. Following up with clients for payment realization as per agreed terms.
- Maintaining relationships with customers for retaining the business; attending customer complaints & feedback for service enhancement.
- Coordinating with other departments to run the business process smoothly and maintaining appropriate pace of information flow-out.
- Maintaining monthly activity report, market share analysis and segment wise reports.

#### Achievements:

- Recipient of **Certificate of Appreciation** on successful completion of 5 years of service on 10<sup>th</sup> Nov. 2011
- Achieved and exceeded targets set by company; met sales targets (top line & bottom line).
- Developed some large multinational key accounts.
- Recognized as the **Best Sales Performer**.
- Appreciated for efficient & timely communication with customers as this improved the information flow & reduced process times at each stage in the supply chain.

#### **Empire Global Line, Belapur, Navi Mumbai Customer Service Executive**

**1<sup>st</sup> Jun. 2005 – 22<sup>nd</sup> Nov. 2007**

- Maintained coordination with existing clients by providing freight rates, destination charges and vessel planning. Updated the clients timely on carting, stuffing and onboard confirmation for the respective consignment.
- Coordinated with overseas agents regarding cargo delivery status; handled tele-calling to generate the sales and boost the existing business.

#### **EDUCATIONAL & PROFESSIONAL CREDENTIALS**

##### **Masters in Business Administration – Marketing & Finance, 2010**

Oriental School of Business Management, Navi Mumbai

##### **Bachelor of Commerce, 2005**

S.I.E.S. College of Commerce & Economics (Mumbai University)

##### **H.S.C., 2003**

S.I.E.S. College of Commerce & Economics (Mumbai University)

#### **Technical Skills:**

Expertise in MS-Office (Word, Excel, PowerPoint.) with ability to browse through various software platforms.

#### **Internship:**

- Completed Internship at Indian Bank during MBA (Marketing & Finance)

#### **Industrial Visit:**

- Visited UV Group, Goa during 2009, as part of MBA Program.
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#### **Extra Curricular Accolades:**

- Received certificate for participation in the Annual Sports Day for being 1st in Cricket & Rally Racing on 6th Feb. 2016
- Certificate of Participation on WTO and Trade Negotiations during 6-7 Feb. 2009.
- Fitness enthusiast well-trained in Fitness, Healthy Diet & Lifestyle.

#### **Personal Details:**

**Date of Birth:** 11<sup>th</sup> May 1985

**Resident:** Dubai

**Languages known :** Excellent Command over written/spoken English and Hindi, Basic Arabic.