

MOHD ALTAMASH.S. KHAN

Contact (Dubai) : +971547548099

E-mail: khanaltamash099@gmail.com

Driving License: United Arab Emirates

Information Technology (IT) / 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**.
- Currently working in **FAMA technology**, Dubai as **Sales Executive** ; Establish, develop, maintain and manage relationships with HORECA (Hospitality) & Retail clients or Business Partners to drive IT solutions with the sales offerings by organization to all GCC countries in **Middle East**.
- Worked with **Global Logistics Solutions Pvt. Ltd., Andheri, Mumbai as Deputy Sales Manager**; experience in providing exceptional customer services and leading **international clients** across **the 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

FAMA Technology

Designation- Sales Business Development

Jan 2025 - Till date.

Key Responsibilities:

- Establish and maintain relationships with Current and potential HORECA (Hospitality) & Retail clients.
- Demonstrated success working in a fast-paced, highly competitive environment.
- Meeting deadlines and prioritizing tasks
- Learn & demonstrate offerings of organization product & services to potential customers
- Strong emphasis on the ability to listen and present appropriate solutions.
- Provide valuable market insights and competitive intelligence to contribute to the continuous improvement of our products and services.
- Demonstrate strong negotiation skills to secure mutually beneficial agreements and contracts.
- Respond offering company IT solution.

Global Logistics Solutions Pvt. Ltd., Andheri, Mumbai

17th Jun 2011 – 30th Aug 2024

Growth-path:

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

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 leads 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 to retain the business; attending customer complaints & feedback for service enhancement.
- Coordinating with other departments to run the business process smoothly and maintaining an 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 10th 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

1st Jun. 2005 – 22nd Nov. 2007

Customer Service Executive

- 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.

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: 11th May 1985

Resident: Dubai

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