

JAMAL WARIS KHAN

DOB: 20.08.1977

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SYNOPSIS

- + Consistent high performer with a exposure to best practices in the FMCG industry
- + Managed part of Rajasthan and Uttar Pradesh for Reckitt Benckiser India Pvt Ltd
- + Graduate from Veer Kunwar Singh University, ARA (Bihar)- in 1998
- + 13 Years' experience in Sales handling different geographies and positions.

CORE COMPETENCIES

- + Adept at developing competitive strategy for the area.
- + Highly successful at achieving value and volume delivery targets
- + Motivating, developing and aligning team members towards meaningful execution of organizational objectives
- + Highly capable of managing direct & indirect business relationships

PROFESSIONAL EXPERIENCE

Organization : **Reckitt Benckiser (India) Ltd** (A top FMCG company in Home, Health and Hygiene products with operations in more than 60 countries with a India turnover of Rs. 5500 crores. It markets well-known brands such as Dettol, Harpic, Mortein, Durex, etc)

January'16 to May'17 (17 months) – Sr. Sales Executive – Central UP

- + Direct responsibility for an annual turnover of over 132 crores for the area.
- + 6 TSI and 2 ASE resources as direct reports; Total span of 30 members for sales (Indirect Off Role 22).

Achievements

- + Closed last year as No.6 Rank in the country; FY growth at 16% inspite of de-monetization
- + Consistently delivered all Sales KPI's month on month since Jan 2016.
- + Awarded with RB Super Star for Q1 2017 for outstanding performance delivery on all parameters.
- + Awarded with RB Super Star for Q1 2016 for outstanding performance delivery on all parameters.
- + Won Top Award in Northern Region for Veet Brand summer Activation for 2016 for meet & Greet with (Celebrity ADITI RAO HAIDARI):
- + Expand Pharma Rural distribution network by appointing 2 new Superstockist thereby opening of 34 new towns at CUP leading to 21% delta growth.
- + Drive changes for Distributor infrastructure at Agra & Kanpur Town leading to addition of 1050 new uncovered outlets yielded over 18 Lac business month on month.

Jan'14 till Dec'15 (24 months) – Area Sales Executive – Western UP

- + Managed 5 Superstockist with a team of 15 Off Roll PSR with a annual turnover of 60 Cr-
- + Awarded No.2 ASE in the entire North Region for outstanding performance on business KPI's.
- + Awarded with RB SUPER STAR for Q1, Q2 2015.
- + Awarded with RB SUPER STAR for Q3 2015.
- + Awarded No.2 ASE at All India Level for outstanding performance for the Year 2014.
- + Awarded No.2 ASE for North Region for outstanding performance for the Year 2014.
- + Awarded with Business Growth Leader Award for North Region Rural Channel.

Jan'13 till Dec'13 (12 months) – Sr Territory Sales Incharge – Jaipur HQ (Rajasthan)

- + Managed 2 Distributors with a annual turnover of 30 Cr with with a manpower span of 11 Salesman .

Achievements

- + Awarded the No-2 TSI for 2013 at North Region..
- + Highest Incentive earning for the year.

- + Max incentive earning Sales Man team in Rajasthan
- + No-1 Area in Rajasthan to exceed all Sales Efficiencies objectives .

Jan'12 till Dec'12 (12 months) – Sr Territory Sales Incharge – Udaipur HQ (Rajasthan)

- + Managed 5 distributor through a team of 8 DBSR. Handling monthly turnover of 1.6 cror

Achievements

- + Highest Growth of 33% achieved for Mortein Vaps to win Pest Ka Badshaha Contest.
- + Highest growth of 31% achieved for Loyalty parties (Retail+WS).

Nov'09 till Dec'11 (24 months) – Sr. Sales Executive (PARAS PHARMACUETICALS LTD.) Udaipur, Jodhpur, Ajmer:

- + Managed DB and Super stockiest channel of the assigned area and handling a team of 5 pilot's sales representatives to achieve a monthly turnover of 1 crore.
- + Implementation of System and Process, Drive Sales efficiencies, Team Building
- + Serious Action Taken to correct Distributor infrastructure thereby increasing direct coverage.
- + Reducing Distributor stock level from 4 Week to 1.5 Week by driving higher in market Sales.

Sep'08 till Oct'09 (14 months) – Sales Officer (PIRAMAL HEALTH CARE LTD.) Jodhpur, Nagor

- + Managing distributors, increasing sales volume through market expansion, brand visibility, implementation of schemes.

Sep'05 till Aug'08 (36 months) – Junior Officer (ZANDU PHARMACUETICALS WORKS LTD)-Jodhpur, Jaisalmer, Barmer

- + Managing distributors, increasing sales volume through market expansion, brand visibility, implementation of scheme

EDUCATION

1998 Bachelor Degree in Arts From Veer Kunwar University ARA (Bihar)

EXTRA CURRICULAR ACTIVITIES

- + Stage Performances (Drama/Anchoring) – Watching Movies-Singing and listening music.