



RESUME

NAME: WASIM KHAN

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Local Address:
Bhumika Hospital,
Sikar 332041, Raj-IN

Permanent Address:
Village - Kirdoli
District: - Sikar
Rajasthan
Pin-332041

Personal Details

Father's Name: Khan Mohammad Khan
Date of Birth :03 Nov 1995
Sex : Male
Nationality : Indian
Marital Status: Married
Hobbies : Listening music
Athletes, Net Surfing

Language Known

Language	Read	Write	Speak
English	✓	✓	✓
Hindi	✓	✓	✓

Objective

Experienced Area Sales Manager with a demonstrated history of working in the FMCG industry. Strong sales professional with a Bachelor of Technology (B.Tech.) focused in Electronics and Communications Engineering.

Assets

My Learning Power and My Patience.

Certificate

1. Java
2. C++

Technical Expertise

- Knowledge of MS-office, Excel and Word
- Operating system: Windows XP, Vista, Red Hat Linux.
- Skilled at Handling Multiple tasks and Projects Simultaneously.
- Internet Proficiency

Education Profile

DEGREE	COLLEGE/UNIVERSITY	YEAR OF PASSING
Bachelor of Technology (EC)	Rajasthan Technical University, Kota	2016
Intermediate Examination	Swami Keshwanand Senior Secondary School, Bhadhadar, R.B.S. E	2012
Secondary Examination	Swami Secondary School, Bhadhadar, R.B.S. E	2010

Work Experience Astral

Company Name: **Just Dial Limited**

Position: Area Sales Manager

Period of Job: April 2022- March 2025

Job Profile:

- ❖ Managing, training, and providing overall guidance to the sales team of an assigned territory.
- ❖ Setting reasonable sales targets to be achieved by the sales team.
- ❖ Monitoring the performance of the sales team and motivating members to meet or exceed sales targets.
- ❖ Collecting customer feedback and providing updates to senior management.
- ❖ Traveling to potential and existing customers within an assigned sales area to present company offerings and build brand awareness.
- ❖ Utilizing outbound telephone calls, email communications, and face-to-face meetings with customers to close sales.
- ❖ Developing and sustaining long-term relationships with customers.
- ❖ Implementing a sales management process to assist the sales team in identifying and prioritizing key customers and prospects.

Company Name: Astral India limited

Position: Assistant Sales Manager

Period of Job: July 2020 to March 2022

Job Profile:

- Developing sales strategies and plans to achieve sales and profit goals by leading, developing, and motivating sales associates
- Providing ongoing training, motivation, and development of sales associates to ensure that sales and profits are effectively managed and maintained
- Meeting or exceeding targeted sales quotas and productivity standards
- Providing consistent and motivated leadership and direction to all staff and team members
- Ensuring compliance with all company, state, and federal laws and regulations
- Ensuring that sales staff is appropriately trained and competent to perform their job duties
- Providing exceptional customer service to all customers on a daily basis
- Developing and implementing sales and marketing plans to drive sales and profit
- Collecting customer feedback and market research

Company Name: **Rajendra and Ursula Joshi Food Industries Pvt Ltd (RUFIL)**

Position: Senior Sales Supervisor

Period of Job: Feb 2017 to June 2020

Job Profile:

- Cultivating solid relationships with major customers to ensure a continuous flow of sales revenue.
- Identifying promising prospects through cold-calling, networking, and customer referrals.
- Ensuring that all sales administration and customer service activities run smoothly.
- Providing overall guidance to newly-recruited Sales Representatives.
- Maintaining accurate records of the total number of sales made, potential and existing customers, as well as sales employee performance evaluations.
- Assisting newly-recruited or less experienced Sales Representatives in answering technical questions posed by customers.
- Analyzing sales metrics to determine whether current sales strategies are effective.
- Conducting in-depth research on competitors' products, pricing, and market success to gain insight into customer preferences and interests.

EXTRACURRICULAR ACTIVITIES & HONORS

1. Gold Medal in National Open Inter School Taekwondo Championship 2008.
2. Runner-up in Science Project workshop in 2009, Sirsa Haryana.
3. Participated in Cricket camps in school and college

STRENGTH

Disciplined, Dedicated and Committed with an ability to easily adapt to changing work environment and technology. Self-Motivator, Confident, Creative, Responsible, Willing to learn and adapt. Zest to take on new challenges

Declaration

I, hereby solemnly declare that all the above information is correct to the best of my knowledge and faith.

WASIM KHAN