

Md. Faizan Ahmad Khan

Mobile No.: +917977293637 **Email:** faizan.akhtar123@gmail.com

Passport Number :- M4574453<0IND9101047M2501062<<<<<<



OBJECTIVE

Seeking an Organization of repute, where I can explore my knowledge and technical skills for the betterment of the organization and simultaneously enhance my managerial as well as team building skills.

ACHIEVEMENTS

Awarded as Best Employee of the month 3 times a year.

Won the election of Logistic head for ZEST.

Awarded as the best performer in the University level contest of Fashion Show.

Awarded as best performer in the College Level Singing Competition.

WORK EXPERIENCE

Total Experience: 8 Years 1 Months

LUMBINI HYUNDAI AUTO PVT LTD, GAYA (BIHAR)

(Jan 2020- Till Now)

- **Designation: Team Leader (TL)**
- Understanding the customer's needs & interests and matching them to the most appropriate car.
- Understanding the characteristics, capabilities, and features of all cars,
- And providing the potential customer with detailed information.
- Maintaining a customer database and communicating with them.

JHAA ADVISORY FINANCIAL SOLUTIONS PVT. LTD.

- As a **Relationship Manager** since **5th May 2019**.
- Create and enforce plans that will help meet the needs of customers.
- Build long-term relationships with clients and customers.
- Work quickly to address and resolve customer issues.
- Handle the documents of customers.

BAJAJ COMMERCIAL DEALER

- Worked with **Gupta Motors India Pvt. Ltd.** as **Sales Manager** from **1st December 2017 to 16th April 2019.**
- Achieve growth and hit sales targets by successfully managing the sales team.
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives.
- Present sales, revenue and expenses reports and realistic forecasts to the management team.

FORD INDIA

- Worked with **Satyam Ford** as **Senior Sales Consultant** from **25/01/2016 to 25/11/2017.**
- Enhances sales staff accomplishments and competence by planning delivery of solutions.
- Focuses sales efforts by studying existing and potential volume of dealers.
- Keeps management informed by submitting activity and results reports.

IDBI BANK

- Worked with **IDBI Bank** as a **Sales Executive** from **05/02/2014 to 22/01/2016.**
- Source of C/A, S/A and All banking products.
- Handling Borivili East Branch.

HDFC BANK

- Worked with **HDFC Bank** as a **Customer Sales Executive** from **05/01/2012 to 25/01/2014.**
- Source of C/A, S/A and All banking products.
- Handling Kandivili West, Malad West and Versova Branch.

EDUCATIONAL QUALIFICATION

Sr. No.	Qualification	Specialization	Institution	Year of Passing	Marks
1	BMS	Marketing and Retail	ADMI-Mumbai University	2012	62%
2	MLT	Laboratory Science	Zilla School - Gaya	2008	55%
3	HSC	Science	SPY College - Gaya	2009	58%
4	SSC	All	Hadihashme High School	2006	55%

ACADEMIC PROJECTS

Project During BMS

Project: Sales and Promotion of Nestle.

Objective: Study of strategy of Sales and Promotion of Nestle **Duration:**
60 Days

PERSONAL PROFILE

Father's Name:	Late. Md. Moinuddin Khan
Date of Birth:	04-01-1994
Marital Status:	Unmarried
Gender:	Male
Languages Known:	English, Hindi, Urdu
Present Address:	4/202, Gaurav Excellency, Hatkesh, Mira Road (East), Mumbai – 401107

DECLARATION

I hereby declare that the above mentioned information is true to the best of my knowledge and belief.

PLACE:

Md. Faizan Ahmad Khan

Mobile no.: +917977293637

DATE: