

UZAIR MUHAMMAD KHAN

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SUMMARY

MBA with specialization in Marketing and Retail Management. I have vast experience in the sales profile in different industries and am now looking for an opportunity with an established organization to further sharpen my sales and customer service skills. I have a solutions oriented approach with excellent relationship skills, through which I have successfully delivered product promotion events while creating brand awareness.

ACADEMIC QUALIFICATION

YEAR	QUALIFICATION	INSTITUTE	BOARD/UNIVERSITY
2013	MBA (Marketing and Retail Management)	Institute of Professional Education and Research (IPER), Bhopal	Barkatullah University
2010	B.COM (Computers)	Saifia Arts & Commerce College, Bhopal	Barkatullah University

WORK EXPERIENCE

March 2019 – Jan 2020: - OYO (weddingz.in), Bhopal

Venue Manager

- I am doing inside sales and also go on the leads to close it, where I am getting leads through CRM software and also generating leads through reference and cold calling.
- I am responsible for all the bookings related to banquet, room and catering. I have to manage all the events related to banquet hall and gardens.

Dec 2017- Nov 2018: - Sharepost Advertising Media pvt ltd, Bhopal

Business Development Manager

- I am performing the sales on the given and generated leads with my team of (6 members).
- I assigned to sale the Google keywords, 360 degree virtual tour, business book, website creation, Google ad words.

Oct2016 –Apr 2017: - Denave India Pvt. Ltd, Bhopal

Consumer Engagement Specialist

- Worked as a Demo Expert to promote Google Pixel smart phone. I am responsible to Create brand awareness and lead promotional kiosks at multiple locations during this tenure. Successfully achieved sales targets at all outlets.

Nov 2015 –Apr 2016: - Samarth Lifestyle Ltd, Bhopal

Cashier cum Customer Relationship Executive

- Managed daily cash flow at POS machine. Was responsible for gift voucher sales and promotional offers.

Sep 2013 –May 2015: - Future Retail Ltd, Bhopal

Customer Service Desk Executive – Big Bazaar

- Managed daily stock flow registers. Worked on CRM to execute exchange, cash refunds and credit notes. Was also responsible for announcing promotional offers.

AREA OF INTEREST

- Customer Service
- Back Office and Administration
- Retail Operations
- Supply Chain Management
- Inside sales

COMPUTER SKILLS

APP s/w:

Diploma in Computer Application
(MS Office, Windows, CRM and basic operational skills)

PERSONAL DETAILS

- Date of Birth: 27/May/1990
- Language Proficiency: Hindi, English, Urdu.
- Permanent Address: Bhopal, M.P (INDIA)