



Rashid Khan

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Lucknow (India)

ABOUT ME

Dedicated Customer Service professional with knowledge of service delivery and proven multitasking abilities. Committed to maintaining professional relationships to increase profitability and drive business results. A hardworking and passionate job seeker with strong organizational skills eager to secure an entry-level position. Ready to help the team achieve company goals.

WORK EXPERIENCE

Sales manager

Phoebus air-conditioning Pvt Ltd [01/10/2019 – Current]

City: Lucknow

Country: India

- Handling Channel Sales & Institutional Sales of Air Conditioner & AC Stabilizers in UP East
- Providing ongoing training, motivation, and development of sales associates to ensure that sales and profits are effectively managed and maintained
- Tracking Monthly and Qty Primary targets & achievement.
- Ensuring that sales staff is appropriately trained and competent to perform their job duties.
- Responsible for Primary & Secondary sales targets through Sales Team.
- Responsible for achieving and exceeding sales targets through distributors, dealers, and institutions.
- Preparing sales reports on a weekly and monthly basis.

Sr. Area Head

Eureka Forbes Ltd. [15/05/2017 – 12/09/2019]

City: Lucknow

Country: India

- Handling Distributors, Dealer & Institutional Sales of "Water RO & VC" in Lucknow & Gorakhpur.
- Taking care of Sales team of 4 RSO, 2 Team Leader & 12 ISP.
- Tracking Monthly and Qty Primary targets & achievement.
- Responsible for Secondary sales target through Sales Team.
- Responsible for achieving and exceeding sales targets through distributors, dealers and institutions.
- Preparing sales report on weekly and Monthly basis.

Area Manager

Singer India Ltd [01/12/2015 – 23/04/2017]

City: Lucknow

Country: India

- Handling Distributors, Dealer & Institutional Sales of “Singer Home Appliances” in UP East.
- 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.
- Ensuring that sales staff is appropriately trained and competent to perform their job duties.
- Awarded as the best Sales team manager (within the 6 months of joining) all over India.

Sr. Territory Manager

Usha International Ltd [31/08/2011 – 29/11/2015]

City: Lucknow

Country: India

- Handling Distributors, Dealer & Institutional Sales of “Usha Home Appliances” in Lucknow & Kanpur.
- Taking care of Sales team for Usha “Home Appliances” in Lucknow & Kanpur.
- Tracking Monthly and Qty Primary/Secondary targets.
- Responsible for achieving and exceeding sales targets through distributors, dealers, wholesalers and institutions.
- Preparing sales report on weekly and Monthly basis.
- Handling 5 ISP & 2 LASP Team.
- Awarded as the best Sales team manager for continued 3 qtr in year 2014

Asst. Manager Sales & Marketing

Country Club India Ltd. [14/06/2008 – 12/08/2011]

City: Lucknow

Country: India

- Meeting with customers digitally or in person during sales visits
- Plans and implements strategies to meet club membership goals.
- Build successful relationships that generate sales opportunities.
- Develop a business strategy to ensure area sales growth
- Demonstrating and presenting products
- Establishing new business & maintaining accurate records
- Achieve agreed-upon sales targets and outcomes within the schedule
- Calls and requests active members to make personal referrals and to assist with recruitment efforts.

Sales Executive

Hutch Telecom Ltd./Vodafone [01/02/2006 – 09/06/2008]

City: Lucknow

Country: India

- Looked after the sales of corporate mobile postpaid connections.
- Responsible for achieving and exceeding sales targets.

EDUCATION AND TRAINING

Bachelor of Business Administration

Chandigarh University [06/06/2022 – Current]

Address: Chandigarh University NH-95 Chandigarh- Ludhiana Highway, Mohali, Punjab (INDIA), Chandigarh (India)

<https://www.cuidol.in>

Intermediate

A S V V Inter Collage - Hardoi, U.P. Board [01/04/2000 – 29/03/2001]

Address: Kotwali Road Hardoi, 241001 Hardoi (India)

<https://upmsp.edu.in>

High School

Govt. Inter Collage - Hardoi, U.P. Board [04/04/1998 – 03/04/1999]

Address: Cinema Chouraha Hardoi, 241001 Hardoi (India)

<https://upmsp.edu.in>

Certificate of Introduction of “Digital Marketing”

Great Learning Academy [19/04/2022 – 04/05/2022]

Address: Online, Lucknow (India)

<https://olympus.mygreatlearning.com/certificates>

Certificate of Completion of “Retail Management

Great Learning Academy [01/04/2022 – 17/04/2022]

Address: Online, 226003 Lucknow (India)

<https://olympus.mygreatlearning.com/certificates>

LANGUAGE SKILLS

Mother tongue(s): **Hindi**

Other language(s):

English

LISTENING B2 READING B2 WRITING B2

SPOKEN PRODUCTION B2 SPOKEN INTERACTION B2

DIGITAL SKILLS

My Digital Skills

Microsoft Office / Microsoft Powerpoint / Outlook / Power Point / Internet user / Written and Verbal skills / Organizational and planning skills / Good listener and communicator / Presenting / Team-work oriented / Motivated / Strategic Planning / Reliability / Creativity / Gmail / Google Drive / Google Docs / Flexibility

Social Media

Instagram / Social Media / Facebook / Skype / Zoom / LinkedIn / Twitter