Mujahid Khan

**Business Development Officer**

Bangalore [7malikhan@gmail.com](mailto:7malikhan@gmail.com)

+917022266313

To Work for a professional organization, which would give me an opportunity to enhance my skills and capable of handling the most complicated challenges that the industry has to offer, henceforth, be an asset to the employer.

#readytowork

# Work Experience

## Inside Sales Executive

StanCorp Consulting LLP - Bengaluru, Karnataka May 2019 to 27 June 2023

lead generation through different channels and screening the clients Making cold calls and presenting the project details.

Documentation procedures and taking ownership for any escalations. Handling different projects to cater the clients

Highly responsible when interacting with the client for investment details and project pitch. Working with the multiple clients and interacting with sales team

Self-starter and highly self-motivational spirit

Good rapport and honest feedback to the customer.

## Business Development Officer

DAR AL TAKAFUL Dubai

April 2014 to December 2018

Job Profile:

* Building relationship with existing clients and tapping new business opportunities.
* Work effectively with C-Level decision makers, i.e., CFO, CTO, VPs and Directors, to develop long-term strategic relationships.
* Expanding existing business by identifying new areas of business opportunities.
* Offering priority services to the customer's assigned with utmost care.
* Initiating any new ideas about streamlining the process.
* Taking the ownership of any given task until it is completed by the team.
* Planning, monitoring & promotions, product enhancement as per consumer liking & Market Behavior.
* Develop and maintain a robust deal pipeline toward targeted entities to continuously grow the business and generate sales.
* Effectively manage large scale, complex contracts negotiations and close new business deals with GPOs and other potential customers, working closely with the Chief Marketing Officer
* Collaborate with professional services and other support teams to ensure successful implementations.
* Work with unit Ops & Delivery, Product & Support Team closely
* Work with Account Management team closely
* Ensuring weekly reviews with Account Management Team
* Being a self-motivator and constantly analyzing the unexploited markets.
* Achieving the existing revenue targets.
* Working with existing customers/clients to foster improved communications, build upon relationships, and expand their commercial sales effort to increased levels of market penetration.
* Holding review meetings to ensure timely completion and delivery of the product to the client.

## RELATIONSHIP EXECUTIVE

GREENSHIELD INSURANCE BROKERS

February 2013 to March 2014

LOCATION: #1503, 15TH FLOOR, EMAAR BOULEVARD PLAZA, DOWN TOWN DUBAI.

Job Profile:

Major responsibilities:

* Expanding existing business by identifying new areas of business opportunities.
* Offering priority services to the customer's assigned with utmost care.
* Achieving the monthly targets month on month
* Initiating any new ideas about streamlining the process.
* Taking the ownership of any given task till it is completed by the team.
* Being a self-motivator and constantly analyzing the unexploited markets.
* Achieving the existing revenue targets.
* Working with existing customers/clients to foster improved communications, build upon relationships, and expand their commercial sales effort to increased levels of market penetration
* Develop plans to grow the average sales per customers in and key Major Account customers.
* Provide ideas for directing sales and marketing programs that will provide real growth and responding for the performance and development of the sales team.
* Target new markets for expanding wholesale efforts through increased outside selling, targeting of Major Account customers, and the addition of new entrants.
* Prepare action plans for self as well as for team for effective search of sales leads and prospects.
* Monitor orders received by wholesale partners and make recommendations for improvements and driving sales and Identify new product development opportunities that will drive sales, and communicate these requirements to the business.
* Provides timely feedback to the management regarding performance and maintain accurate of all pricing, sales and activity reports to the management.
* Maintain contact with all clients in the market area to ensure high level of client satisfaction.

•Adhere to all company policies, procedures and business ethics code and ensure that they are communicated and implemented within the team

## RELATIONSHIP MANAGER FOR UAE COUNTRY

SCOPE INTERNATIONAL

September 2009 to October 2012

Job Profile:

Major responsibilities handled:

* Offering priority services to U.A.E customers.
* Offering priority services to the customer's assigned with utmost care.
* Achieving the monthly targets month on month
* Ensuring the team members achieving the target.
* Initiating any new ideas about streamlining the process.
* Taking the ownership of any given task till it is completed by the team.
* Alerting the entire team regarding the guidelines given by the bank

Financials:

Growth of Footing - Assets (Personal loan, Auto loan and Mortgage loan) Growth of Footing - Liability (CASA and Term deposit.)

Growth of Footing - Insurance and Investments (Life insurance, medical insurance and other investment plans like retirement benefit plan, children education benefit plan.)

Worked with Honeywell Technologies pvt Ltd Bangalore April 2006 to August 2009

Major responsibilities handled:

● Providing Key information on Pricing and Sales for the US Aircraft companies.

● Giving Presentations to the team for getting the task oriented achievements.

● Making sales and achieving the target.

● Interacting with warehouse supervisors about stock, availability and supply.

● Taking complete ownership on the pricing and quotations of parts

● Processing Purchase Orders and providing the best price.

● Discussing the ideas to boost the sales for every month.

● Taking an in depth analysis of the stock availability and pricing.

● Providing necessary training and guidelines for the new hires. \Providing mail

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# Education

## B.com

Bangalore University - Bengaluru, Karnataka

# Skills / IT Skills

* Business Development

# Additional Information

Technical Qualification:

Diploma in Travel and Tourism.