

Shahbaz Khan

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Professional Summary

I strive for the growth of my company by utilizing my skills to drive progress. I actively discuss improvement ideas with my superiors and follow the advice of my seniors.

Work Experience

Smart Gadgets (Sep 2022 - Present)

- Greet and direct customers
- Provide accurate information on product features, pricing, and after-sales services
- Answer customer queries and facilitate purchases
- Cross-sell products and manage returns
- Coordinate with team for excellent customer service

LANDMARK RETAIL L.L.C | E Max Electronics (Feb 2020 - Feb 2022)

- Present, promote, and sell products/services
- Perform cost-benefit and needs analysis for customers
- Develop and maintain business and customer relationships
- Achieve sales targets and coordinate with team members
- Provide management with customer needs and market analysis reports

City Centre (Home Appliances) (May 2019 - Jan 2020)

- Assist customers with product queries and sales
- Maintain facility cleanliness and organization

Steel Brother Holding Company (KSA) (Apr 2017 - Mar 2019)

- Sell building material & products to retailers
- Promote products, sign contracts, and collect payments
- Delivering purchase orders and informing existing customers of new products
- Increasing sales by promoting products and analysing competitor behaviour
- Signing sales contracts, taking purchase orders, and collecting payments
- Accounting for the safe and timeous delivery of purchased products
- Maintaining sales and delivery records, as well as meeting sales targets
- Preventing damage to the delivery van and the company products being transported

Reliance Jio (India) (Sep 2015 - Mar 2017)

- Conduct market research and seek new sales opportunities

- Set up meetings and deliver presentations
- Participate in exhibitions and negotiate deals

Samsung Electronics (Jan 2013 - Aug 2015)

- Demonstrate and provide information on promoted products
- Distribute samples and set up promotional stands

Education

- United Higher Secondary Goa Board** (2012)
- National Institute of Open Schooling (Delhi Board) (2010)
- Digicom Institute of Computer** (2014)

Skills

- Sales software proficiency
- Product knowledge
- Active listening
- Verbal communication
- Organization and time management
- Strategic thinking
- Leadership and motivation
- Business knowledge and persuasion
- Customer relationship management

Certifications & Achievements

- Highest Seller of the Year (Reliance Jio)
- Best Performer of the Month (Samsung)

Personal Information

- Date of Birth: 26/06/1991
- Marital Status: Unmarried
- Nationality: Indian
- Religion: Muslim
- Passport: L3208299
- Driving License: Indian LMV / Saudi Arabian LMV / Oman LMV
- Current Location: Muscat, Oman
- Languages: Hindi, English, Marathi, Konkani, Arabic (Basic)

I hereby declare that all the details provided above are true to the best of my knowledge.

Yours Sincerely,

Shahbaz Khan.