

ASLAM KHAN

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Nationality: Nepali | Visa: Available | DOB: 29 Sep 2001 | Single

PROFESSIONAL SUMMARY

Dynamic Salesman with **2 years of proven experience** in B2B/B2C sales, achieving 120% of targets consistently. Skilled in client acquisition, product demonstrations, negotiation, and after-sales support. Excellent communication in English, Hindi, and Nepali. Eager to contribute to a growing sales team in Qatar, driving revenue through relationship-building and market expansion.

KEY SKILLS

- **Sales & Negotiation:** Cold calling, upselling, closing deals (avg. NPR 500K/month)
- **Customer Relationship Management (CRM):** Lead generation, follow-ups, retention
- **Product Knowledge:** Construction materials, electronics, consumer goods
- **Tools:** MS Office (Excel for reports), Basic CRM (e.g., Zoho/Salesforce)
- **Soft Skills:** Persuasive communication, time management, teamwork
- **Languages:** English (Fluent), Hindi (Fluent), Nepali (Native)

PROFESSIONAL EXPERIENCE

Salesman / Sales Representative

ABC Construction Supplies Pvt. Ltd., Biratnagar, Nepal | *Jul 2022 – Present (2 years)*

- Achieved **120%** of monthly sales targets by prospecting 50+ clients/week, resulting in NPR 6M+ annual revenue from new accounts.
- Managed full sales cycle: Lead generation via calls/visits, product demos, negotiations, and invoicing for construction materials (cement, steel, tools).
- Built and maintained relationships with 200+ contractors/house owners, increasing repeat business by 30%.
- Handled inventory checks, stock updates, and resolved customer queries to ensure 95% satisfaction rate.
- Prepared weekly sales reports and forecasts using Excel, supporting team decisions.

Junior Sales Assistant

Nepal Electronics Hub, Biratnagar, Nepal | *Jan 2022 – Jun 2022 (6 months)*

- Supported senior sales team in retail sales of electronics (phones, appliances), generating NPR 1.5M in personal sales.
- Assisted in customer consultations, demonstrations, and closing deals during peak seasons.
- Conducted stock audits and merchandising to boost in-store visibility and sales by 15%.

- Learned CRM basics and handled basic billing/documentation.

(Total Sales Experience: 2 years)

EDUCATION

- **Higher Secondary (Grade XII – Science)**
Rajbiraj Model Secondary School, Nepal | 2020

ACHIEVEMENTS

- **Top Sales Performer Award (2023)** – ABC Construction Supplies (Exceeded quota by 25%).
- Consistently top 10% in sales team for client acquisition.
- Reduced sales cycle time by 20% through efficient follow-ups.

PERSONAL ATTRIBUTES

- Punctual, target-oriented, adaptable to field sales.
- Willing to relocate to Qatar; available immediately.
- Passport valid until Aug 2034. References available.