

AYAZ AHMAD KHAN

Dammam, Saudi Arabia, Mobile: +966 597816995, Email: khan.ayaz66@gmail.com

Business Development & Operation Professional

RESUME SUMMARY

An accomplished market professional with more than 11 years of multi-disciplinary experience in **Business Development & Operations** Offering comprehensive experience of the entire gamut of functions involved. A consistent performer having successful track record of making visible contribution to raise productivity with deft application of Sales skills and proven expertise in all the aspects of Business Development. An out-of-the-box thinker and a strong believer in motivating and developing team for maximum productivity. Highly competitive, passionate, persuasive and articulate, able to achieve results others believed to be impossible. Experienced in marketing, Client relations, partnership building and product management.

CORE COMPETENCIES

- Business Development
- Account Management.
- Operations Management
- Team/people Management
- Competitive /Strategic plan
- After Sales Services
- Trade Exhibitions & Fair
- Client Relationship Management.
- Marketing Research/Mapping

HIGHLIGHTED CAREER ACHIEVEMENT

- Market Penetration - Through mapping and Prospect meeting covered whole “Eastern Province” Saudi Arabia.
- Meeting with the Top-Level Managements.
- Motivating staff to achieve the Targets & KPI.
- Handling a Team of 15 subordinates in Sales & Operation team under current company
- Experienced with B2B, B2C and After Sales strategies.
- Activities (Brand Promotion, Campaigns, Product Visibility & Channel Partner Meet).
- Branding, managing and positioning product.
- Awarded as “Performer of the Year” in Current Company.
- Effective Marketing - Increased numbers of Prospect in Eastern Province (Saudi Arabia) for SMASCO.
- Account Handling – Executed Operational Activities for more than 100 clients and approx. 10 thousand employees from more than 7 years continuously in SMASCO.

PROFESSIONAL EXPERIENCE.

Key Account Manager. (Saudi Manpower Solutions Co.) June,2017 – Current

- Accountable for overall Business Development objectives and general quality of service
- Understanding the requirement of client & preparing a suitable/Comprehensive Proposal.
- To ensure that all bids /Proposal for our services are accurate and value for money based in line with the customers Statement of Work.
- To ensure while signing contract all risk factor, terms & conditions and operations as well as financials are taken care in contract between us and client.
- Planning a target distribution and implementing KPI decided by company.
- Develop a growth strategy focused both on financial gain and customer satisfaction
- Conduct research to identify new markets as well as retaining the existing Clients while extracting additional Business.
- Promote the company's products/services addressing or Understanding market behavior
- Coordinate the implementation of new products/Service across region and ensure consistency
- Lead timely mobilization of key projects and ensure client's satisfaction.
- Handling an Operation Team, resolving their day to day issues in regard with Account Management.
- Followed long-term accounts strategies that increase profits and helped in cultivating the Long Term

Sales & Operation Supervisor. (Saudi Manpower Solutions Co.) Feb, 2015–May,2017

- Organize and manage promotional campaigns and events
- Deliver all types of communications with new schemes, plans etc. to Corporate Clients
- Productively identify sales prospectus and do business development activity in the geography assigned.
- Maintain periodic status report including daily activity.
- Keep records of sales, revenue, invoices etc.
- Build long-term relationships with new and existing customers
- Monitoring and Leading all indirect sales and Acquisitions
- Provide trustworthy feedback and after-sales support
- Maintaining fruitful relationships with existing customers

Key Accounts Officer. (Saudi Manpower Solutions Co.) Sep,2013– Jan,2015

- Daily Management Report – Reporting to Top Management.
- Handling the sales operations in assigned territory.
- Preparation of Monthly Sales report.
- Managing Canopy arrange by company for promotions
- Up Keeping & Maintaining of Companies Assets &Equipment.
- Account Development.
- Quotations & Presentation developing for new clients.
- Making New Client for corporate Business.

Key Accounts Executive. (Hindustan Unilever Ltd.) June, 2010-Aug,2013

- Support the market's distributor by listing the product with new customers in the market and food service channels.

- Conduct business reviews with customers and other stake holders to increase our range and sales.
- Hit sales targets.
- Visit customers and review pricing, competition, merchandising standards, include retailers & wholesalers.
- Provide deep insights into key factors affecting the industry, such as supply chains, market trends, industry relation, trends.
- Monitor the service levels provided to our customers.
- Provide daily reporting to the Area Manager.
- Plan promotions with customers
- Implement marketing activities such as the placement, samplings in stores

EDUCATION/SKILLS

- **M.B.A. (Marketing)**
- **M.A (Rural Development)**
- **B.Sc. (Chemistry) Hons.**
- **10+2 in Science.**
- **Practical Knowledge of Microsoft office.**
- **Command over CRM.**
- **Command over AX Dynamics**
- **Command over INTERNET for Professional expertise.**

PERSONAL DETAILS

- **Date of Birth : 17-01-1987**
- **Sex : Male**
- **Marital Status: Married**
- **Nationality : Indian**
- **Passport Num.: K7610759**
- **Language Known: English, Hindi, Urdu, & Arabic.**
- **Driving License: Holding Saudi Driving License.**

Place: -

.....

Dated: -

(Ayaz Ahmad Khan)