

Mohd. Faeiz Khan

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Working as Sales and Marketing Representative, key job role includes expanding customer base, adept at networking with primary and third-party service provider, client relationship, excellent communication and presentation, skilled in handling operational and supply chain activities, open and clear communication at all level with demonstrated vision, leadership whilst proficient in MS office, record management and compliances. Dedicated to efficiency and reliability in work and group projects.

WORK EXPERIENCE

Asia Freight Pvt. Ltd.

[Jodhpur], [Rajasthan]

Sales and Marketing Executive

[November 2022] – [Present]

- Identifying new growth strategies, manage budgets, handle scheduling, record-keeping and reporting. Coordinating customer shipment, ensuring on time delivery and accurate status updates, negotiating carrier rates resulting in 12% increase in profitability.
- Conducting effective sales presentation, negotiations and proposal to secure new clients, proactively identify new business opportunity, including lead generation, prospecting, and networking.
- Plan weekly sales calls, maintain current business relationships, front end ocean freight lead representative, work closely with operations team to ensure customer requirements are fulfilled on timely manner
- Strategically position profitable solutions with new customers with a focus on domestic and international freight products and services, drive sales call and provide quotation, pricing on time, focusing on customers challenges.
- Coordinated international container ensuring shipment with all necessary documents and eliminating any operational delays, reviewed weight, volume, or cost of goods to be moved, selected shipment routes, based on the nature of goods shipped, transit times, or security needs.
- Understanding and Knowledge of international freight forwarding, domestic and gateway operations, freight consolidation, cargo insurance, and prepare house bill of lading and master bill of lading.
- Manage all commercial activities of customers with the assistance of customer service team, in line with the company's short- and long-term results and targets.

Designs Craft INC

[Jodhpur], [Rajasthan]

Business Development Associate

[September 2021]– [October 2022]

- Analyzed product portfolio and extensive research and development for core products, formulated strategic sales pipeline resulted in cost saving and boosted sales to 10% of core products.
- Document weekly production information via daily system logs and arranged product inspection for final stages to assess compliance with quality standards and established tolerance.
- Use freight forwarders IT system (GT nexus, UPS) to process job files, handle and managed coordination between shipper and CHA with respective documents. Container port to port booking as per the PO, following packaging styles.
- Maintained accounts and records of container, cargo declaration, filling customs documents, prepared invoices for final export shipments, reckoning tax invoices, FCR's, for final remittance.
- Executing business development plans with marketing manager helped to expand marketing exposure, carrying out sales cycle from cold calls to answering emails and deal closure, transformed leads on Alibaba portal.
- Freight consolidation, cargo insurance and filling of insurance claims for shipment and prepare shipment invoices.

Mandore Spices and Proprietary Foods Products

[Jodhpur], [Rajasthan]

Sales Internship

[August 2020] – [July 2021]

- Worked closely with sales representative and built relationship with customers to increase repeat business,

assisted in supply chain distribution and as assigned by managers. Identified new accounts, managed sales team, analyzing and expanding market, targeted new sales area and achieved 5% gross sales growth from new sales territory.

- Provide accurate and timely reporting of information to customers including sending quotations, pricing, costing, shipping.
- Overseas every phase of supply chain, from purchase to order delivery to invoicing targeting 100% smooth operations, handled routine paperwork and collaborated with accounting and packing dept. to resolve invoicing and shipping problem

EDUCATION

Specialization	College	Scores (%)	Year
M.B.A. International Business and Marketing	Lachoo Memorial College	68	2020
P.G.D.M. International Business and Finance (1Yr.)	Jai Narain Vyas University	66	2018
B.B.A. Bachelor of Business Administration	Jai Narain Vyas University	58	2017

SKILLS & ACTIVITIES

- Languages: Fluent in English, Hindi.
- Proficient MS - office user, Familiar with ERP Systems and software channels
- Adaptable to new work challenges and market conditions.
- Encompasses strong Interpersonal, planning, analytical skills providing alternative business decision, assisted in multiple deals and transaction.
- Well Adapt in International communication as a team player.
- Taking leadership roles in multiple situations, negotiating deals, following up and tracking end to end activities and documentations.
- Relationship management engagement with key clients managing the business process and managing clients and stakeholder expectations.
- Solution driven assessing operational delays and eliminating/reducing constraints, solving customers query and achieving targeted objectives within deadline.

D.O.B. : 18-NOV-1996

Place : Jodhpur