

UZAIR KHAN



Business Development -International Business
(Customer Service | Business Development | Sales & Marketing)

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Nationality

Pakistani

Passport No.

XS4108323

Linguistic Abilities:

Urdu (native), English

Driving License:

Valid Pakistani driving license

QR Code



UZAIR KHAN

Address: Multan, Pakistan | **Contact:** +92 304 732 3322 | **Email:** uk.khan1995@gmail.com

Business Development Executive –International Business

Personal Profile: Experienced Export Sales and Marketing Officer skilled in developing and managing distributors, implementing export sales strategy, and providing exceptional customer service. Capable of working in a fast-paced and demanding environment.

Key Skills

- Leadership
- Sales & Marketing
- Product Development
- Relationship Management
- Customer Service
- Data Analysis
- Brand Management
- Communication
- Strategy Planning
- Quality Assurance
- Team Management
- Microsoft Excel

PROFESSIONAL SNAPSHOT

- Major responsibilities include:
 - Developing and managing distributor network in target markets.
 - Implementing export sales strategy and tracking performance.
 - Providing exceptional customer service to customers.
 - Assist in developing new products to meet market demand.
 - Negotiating sales contracts with customers.
 - Managing sales team and ensuring that sales goals are met.
- Additional responsibilities include:
 - Maintaining new and already established business relationships via Phone Calls, Email and WhatsApp.
 - Focus on expanding new business through cultivating existing clients and exploring new markets.
 - Research and identify new business opportunities including new markets, growth areas, trends, customers, products and services or new ways of reaching existing markets.
 - Identify opportunities to support the business strategies and assist in developing relevant action plans.

WORK EXPERIENCE

Volka Food International
Business Development Executive

NOV 2022 –Till Date

Being a part of the International Business, I am responsible for preparing export orders, including quotations and sampling.

- Coordinating with the production team to meet customer requirements.
- Coordinating with the production team to meet customer requirements.
- Assist in implementation of sales and marketing strategies for international markets.
- Assist in the design of product packaging, especially NPDs.
- Maintain sales report on weekly, monthly and yearly basis.
- Develop yearly sales data analysis report to understand business modules and strategies for new markets.

Ujala Traders
Export Officer

SEP 2021– OCT2022

- Verify and maintain records of incoming and outgoing goods.
- Prepare goods for dispatch and arrange clearance and collection of imported cargo from customs and bond stores.
- Arrange shipment of cargo for export.

Self Employed
Car Trading – Sale, Purchase & Evaluation

2013 –Till Date

- Extensive experience in Car Sales, Purchase and Evaluation and I am well-Known in the market for my excellent market reputation.

ACHIEVEMENTS

Attended GULFOOD 2023 at Dubai World Trade Centre as an Exhibitor on behalf of Volka Food International. (20-24 FEB 2023)

EDUCATION & CERTIFICATIONS

Masters of Business Administration in Marketing – Bahauddin Zakaria University Multan, Pakistan.	2020-2022
Bachelors of Science – Electrical Tech , Institute of Southern Punjab Multan, Pakistan.	2014-2018
Toyota Road Safety Leader Certification Level 2.	2023
Toyota 5s Methodology Certification.	2022
