



AZMAT ALI KHAN

Mobile: +971525974131 ~ E-Mail: azmatmail@gmail.com

Seeking Assignments in Dubai Real Estate sector with a growth oriented organization.(On Visit Visa Now)

ORGANISATIONAL SCAN

Investors Clinic Infratech Pvt. Ltd
GM MARKETING AND SALES

March 2010-Till Date

Word about the organization - A well-known Real Estate Brokering company having sold properties to a customer base of over 1.5 Lakh customers.

Key Responsibilities:

- Headed Site of Page 3, F-Premiere & Boulevard Walk Premium projects.
- Aim to value people, build trust, and provide outstanding service at all times.
- Streamlined Channel Sales
- Championed in Sales Strategy Planning.
- Initiated Marketing Events
- Drove Ad Campaign for Page 3
- Accelerated Sales Growth
- Spearheaded the Company's Expansion
- Resale of Properties
- Lease Properties & Asset Management

Customized Consultancy for: NRI Real Estate: Residential/Commercial, Luxury Properties, Premium Properties, Budgeted Properties

Key achievements –

- Started as an Executive and Escalated to the Position of G.M Sales and Marketing through Consistent Performance.
- Awarded several best performance awards accumulating to Four foreign trips and Three cars apart from multiple cash incentives over the tenure of association with the company.
- Managed multiple teams successfully for different launches and campaigns
- Successfully trained and activated over 100 sales personnel during different campaigns.

July'07-Sep'09: Al Jadeedah Store LLC Muscat, Oman as Operation Manager

Growth Path:

Jul'07-Nov'07 -Hypermarket Manager
Nov'07-Sep'09- - Operations Manager

Key Deliverables:

- Administering retail store operations of 7 outlets for food viz., dairy, frozen, canned food, commodities, vegetable, bakery, ready to eat, meat, etc.) & non-food (toys, garments, stationery, cosmetics, home furnishing, baby needs, etc).
- Strategizing the long term business directions of the region to ensure maximum profitability in line with organisational objectives.
- Coordinating with management to develop and implement purchasing policies and procedures as per the group records & international standards.
- Dealing with user departments & Branch Heads on regular basis for exploiting opportunities for enhancing business.
- Analysing & understanding group's business plans; contributing efforts through effective negotiations with suppliers on special terms and discounts.
- Securing the most competitive terms on long term procurement agreements with preferred suppliers ensuring firm fixed pricing, delivery schedules and terms and conditions are clearly defined and understood by all parties.

- Monitoring inventory levels and allocated budgets; keeping follow up with suppliers on goods delivery, handled all queries and relevant complaints.
- Responsible for category management and purchasing of inventory according to sales.

Notable Attainments:

- Hold the distinction of formulating & implementing promotional activities like **season promotion, grand promotion, flyer promotion & special promotion** after negotiating with the vendors and suppliers to increase sales of all branches.
- Contributed efforts in opening new hypermarket in Ibri region (with aim of making it a profit center).
- Actively involved in **central purchasing of food and non food products in bulk** to get maximum benefits of cash discounts and FOC goods.
- Oversaw disposal of slow moving, non-moving and dead stock.
- Accountable for listing fees of each SKU from supplier resulting in increase of other incomes to the company.
- Significant in maintaining **continuous growth in the category**; increased both food & non-food products sale; initiated, negotiated, & implemented the special promotions in all outlets.
- Made efforts for decreasing non-moving items from the category by about 20%.

May'02-Jul'07: Sabka Bazaar, New Delhi as Business Development Manager

Key Deliverables:

- Working in close relation with suppliers for sourcing of products including analysis of pricing parameters & profit margins with accountability of profitability.
- Implementing sales programs/strategies to improve the product awareness in markets by brand building and market development efforts.
- Monitoring in-store promotional activities for new releases & special promotions.

Notable Attainments:

- Established **in-store displays of different companies and products** to increase income.
- Initiated process of home delivery of goods.
- Pivotal in generating revenue & profitability through displaying private label products.
- Received **Appreciation Letter** from the company for outstanding performance in 2006.

May'98-Apr'99: Kohinoor Crafts, Moradabad as Merchandiser

Key Deliverables:

- Handling the merchandising functions of the supplier base to achieve service levels and minimize risk and maximize profits.
- Dealing with suppliers, buyer and agents for sourcing products; analysing pricing parameters & profit margins to secure the best interests of the organisation.
- Working with pattern, sample and manufacturing personnel to achieve desired product specifications.
- Calculating all accessories of the products; coordinating with import department to ensure that product is shipped only after samples have been approved and testing reports have passing results.

ACADEMIC CREDENTIALS

2002	Masters in Business Administration - International Business from Aligarh Muslim University
2000	Diploma in Bank Administration from Aligarh Muslim University
1998	Bachelor of Commerce (Hons.) from Aligarh Muslim University

IT Skills: MS Office (Word, Excel & PowerPoint) and Internet Applications

PERSONAL DOSSIER

Date of Birth	:	4 th January, 1979
Permanent Address	:	Moh: Afganana, PO: Shahabad, District: Rampur, PIN-244922, U.P., India
Marital Status	:	Married
Linguistic Abilities	:	English, Hindi, Urdu & Arabic
Driving License	:	Possess Omani Driving License
Present Address	:	604, Al-Thammam-4, Reemram, Hessa Street, Dubai