



Address

R43, Muhammadpur,
Gulshan e Maymar
Karachi, 75290

Contact

0345 3435846
0332 2706550
slither.sk@gmail.com

Date of Birth

August 07, 1989

EDUCATION

2010 - 2013

University of Karachi, Karachi, Pakistan

Actuarial Sciences & Risk management

2014

ICMA

6 paper cleared

SKILLS

- ✓ Revenue Forecasting
- ✓ Sales Management
- ✓ Team Motivation
- ✓ Multi-Cultural Team Leadership
- ✓ Team Facilitation
- ✓ Team Coordination
- ✓ Analytical Skills
- ✓ Project Management
- ✓ Interpersonal Skills
- ✓ People Development
- ✓ Revenue & Profit Growth
- ✓ People Management

HOBBIES



Technology



Football



Fishing

Shayan Ali Khan

Linkedin

[linkedin.com/in/shayan-khan-377207bb](https://www.linkedin.com/in/shayan-khan-377207bb)

EXPERIENCE

06.2024 - present

Designocracy

Sr. Manager - Sales & Account Management

- Strategic planning and execution: Develop and implement sales plans to expand the customer base and achieve revenue targets.
- Sales team leadership: Train, coach, and motivate sales reps to achieve individual and team goals.
- Performance management: Set objectives, monitor performance, and provide feedback to help reps improve their skills.
- Customer relationship building: Build strong relationships with clients to identify their needs and ensure satisfaction.
- Sales pipeline and forecasting: Manage the sales pipeline, forecast sales, and identify potential risks and opportunities.
- Data analysis and reporting: Analyze sales data to identify trends, track progress towards goals, and generate reports for management.
- Market research and competitive analysis: Stay up-to-date on market trends and competitor activity to develop winning sales strategies.
- Negotiation and deal closing: Support sales reps in closing deals and negotiating client contracts

08.2023 - 06.2024

OIP

Domain Manager

- Propose Domain wise sales plans and targets in alignment with business objectives
- Manage domain and individual performances
- Report on domain-wise sales results
- Forecast quarterly and annual profits
- Handle the end-to-end sales process starting from Lead distribution to managing the sales associates. This should be done in a seamless manner with a quality process.
- Identify hiring needs, select and train new salespeople
- Prepare and review the annual budget for the area of responsibility
- Analyze the domain's market trends and discover new opportunities for growth
- Address critical problems and suggest prompt solutions
- Participate in decisions for expansion or acquisition
- Suggest new services/products and innovative sales techniques to increase customer satisfaction.

11.2022 - 08.2023

OIP

Associate Manager | Account Manager | Upsell Specialist |
Project Manager

- Acting as a liaison between our company and our clients, specifically in the technical aspect.
- My role requires me to have strong technical expertise, as well as excellent communication and interpersonal skills.
- Managing our client's technical needs and ensuring that their requirements are met.
- Working closely with clients to understand their technical requirements and providing solutions to meet their needs.
- Working with internal teams to ensure that projects are delivered on time, within budget, and to the client's satisfaction.
- Manage multiple projects simultaneously and prioritize tasks effectively.
- Communicating technical information to non-technical stakeholders in a clear and concise manner, Therefore, I have developed strong communication skills, both verbal and written.
- Team Management
- Company profit management
- Team tackling
- Performance tracking
- Motivating team for better results.
- Supporting team for their goods & the worst.
- Polish individual skills and teach new methods of client tackling

07.2022 - 11.2022

OIP

Assistant Manager

01.2021 - 06.2021

OIP

Account Manager

06.2021 - 07.2022

OIP

Sr Technical Account Manager & Up-Sell Specialist

10.2020 - 01.2021

OIP

Virtual Assistant

02.2020 - 10.2020

E Planet Communications

Customer Support Specialist

2018.04 - 2019.05

Dreamworld Resort & Golf

Assistant Manager

2017.02 - 2017.07

Al-Zohaib Textile

Sales Manager(Punjab)

2016.09 - 2017.01

Australian Immigration Networks & IT (AINiT)

Immigration Consultant

2016.03 - 2016.09

Rizwan Moazzam

CRM Head

2014.10 - 2016.03

SBT Japan

International business Executive / PR