

Yasir Khan

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SUMMARY

Encouraging manager and analytical problem-solver with talents for team building, leading and motivating, as well as excellent customer relations aptitude and relationship-building skills. Proficient in using independent decision-making skills and sound judgment to positively impact company success. Dedicated to applying training, monitoring and morale-building abilities to enhance employee engagement and boost performance.

SKILLS

- Strategic Planning
- Documentation and Reporting
- Reporting Management
- Operations Planning
- Collaborator

EXPERIENCE

Senior Manager, Emerging India Analytics, May 2023-January 2024

- Conducted team meetings to reinforce goals and objectives and set clear expectations about policies and procedures.
- Taking care of international leads mainly Middle East (UAE , OMAN & QATAR)
- Coached employees in successful selling methods and encouraged cross-selling to drive revenue.
- Taking care of Online as well as Offline Batches
- Achieving individual target as well as team target also.
- Developed Individual Education Plans for customers with special needs.
- Resolved customer issues quickly to close deals and boost client satisfaction.
- Maintained relationships with customers and found new ones by identifying needs and offering appropriate services.

Inside Sales Specialist, Skill Lync, January 2022-April 2023

- Identify new sales opportunities and follow up on both Inbound and outbound calls.
- Developed and deepened customer relationships to drive revenue growth.
- Answered customers' questions regarding products, prices, and availability.
- Attain monthly milestones and close sales.
- Managed friendly and professional customer interactions.
- Negotiated prices and terms of sales with potential customers to reach mutually beneficial agreement.
- Met or exceeded sales targets and quotas to contribute to overall sales goals and revenue of company.

Business Development Manager, Zeva Health Care, May 2018-September 2020

- Reached out to potential customers via telephone, email, and in-person inquiries.
- Negotiated and closed long-term agreements with new clients in assigned territory.
- Generated new business with marketing initiatives and strategic plans.
- Developed new proposals, contracts and procedures to draw in more clients and streamline work operations.
- Monitored market trends and competitor activities to identify areas of potential opportunity.
- Represented company and promoted products at conferences and industry events.
- Collaborated for Business aspect as an exclusive tie-up with hospitals like NANO, Marvel.
- Associated with online search engines like JUST Dial , Quikr
- Associated with International coordinators for business aspect.
- Conducted Soft Training skills for Nurses in Fortis Hospital BG Road.
- Cracked International health care for Abroad patients. Also cracked business from Govt. Hospitals Like Kidwai hospital.

Patient Care Coordinator, Portea Medical, May 2015-March 2017

- Delivered excellent patient experiences and direct care.
- Upheld confidentiality requirements and regulatory compliance guidelines.
- Acted as main point of contact for patients, doctors, and hospital staff by closely reviewing medical charts and maintaining high levels of communication.
- Maintained confidentiality of patient data and condition to safeguard health information.
- Worked closely with patients to deliver excellent and direct individualized patient care.
- Provided support and guidance to patients and families to navigate healthcare systems.
- Monitored patient health records for accuracy to meet compliance with healthcare guidelines.

Medical Representative, Orchid Pharmaceuticals, January 2013-March 2014

- Arranged appointments with doctors, pharmacists and medical teams to raise awareness of latest product launches.
- Showcased product features to customers and discussed technical details to overcome objections and lock in sales.
- Recognized trends within territory and industry to create proactive plans.
- Conducted routine product demonstrations to verify proper utilization and improve patient outcomes.
- Developed marketing materials such as case studies and product brochures to promote and educate buyers on product offerings.
- Scheduled, updated and maintained product preparations and customer promotions.

EDUCATION AND TRAINING

Bachelor of Science

Biotechnology, T John College, Bangalore May 2008

Science Education, M P P Inter College, Balrampur April 2005

High School Diploma
Jesus & Mary School, Balrampur April 2003

LANGUAGES

- Hindi
- English

INTERESTS

- Going through Current affairs
- Analyzing different genre movies

ACCOMPLISHMENTS

- Also mentored 7 members team in skill-lync regarding product information.
- Got the award for best Co-ordinator in Portea Medical