

M.ASHFAQUEULLAH KHAN

👤 BUSINESS DEVELOPMENT • INDIA 📞 9479231160

◦ DETAILS ◦

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Date / Place of birth

19/Jan/1998

Bilaspur

Nationality

Indian

◦ LINKS ◦

[LinkedIn](#)

◦ SKILLS ◦

Ability to Work in a Team

Effective Time Management

Ability to Multitask

Fast Learner

Communication Skills

Microsoft Office

Leadership

Project Management

Sales Processes

◦ EDUCATION ◦

**B.Com, C.M. Dubey Postgraduate
College, Bilaspur, Bilaspur**
June 2016 — June 2019

SSC, Kendriya Vidyalaya, Bilaspur
April 2013 — March 2014

HSC, Kendriya Vidyalaya, Bilaspur
April 2015 — March 2016

👤 PROFILE

Dedicated and accomplished professional with extensive experience in customer relations, post-sales, team handling, operations, service management, retention, renewal sales, and strategy management. Proven track record of driving success through effective leadership, strategic planning, and exceptional customer service.

Skilled in remote work environments with a focus on optimizing processes and achieving business objectives.

Eager to leverage my diverse skill set and remote work experience to contribute to a forward-thinking team in a work-from-home capacity.

📁 EMPLOYMENT HISTORY

Physics Wallah: Senior Associate

February 2024 — Present

- Conduct outbound calls to new prospects and maintain regular follow-up with previously contacted leads to achieve sales objectives.
- Engage with candidates through tele calls, online demos, trial sessions, emails, and chats, providing them with a compelling learning experience.
- Develop impactful and engaging discussions with prospective candidates, ensuring their enrollment in our learning programs.
- Employ data-driven sales management techniques, effectively managing the entire sales funnel and leveraging CRM tools such as Salesforce, Lead Squared, and No PaperForms.
- Emphasize high-quality sales practices and adhere to strong sales processes, driving results and meeting targets consistently.
- Maintain Accurate Records and Reporting
- Contribute to Continuous Improvement

BYJU'S : Business Development Associate

December 2022 — November 2023

- Working with a team of K12 team specially in sector of test prep sales of JEE/NEET. Sales team working across the region's around the country. With the in-depth knowledge of this sector since long time.
- Successful client interactions by virtue of strong communication skills, paving way for closing many business deals.
- Worked with multiple prospect leads and also went on to convert these leads.

Area52 Space Solutions Pvt Ltd: Business Development

January 2021 — November 2022

- Overseeing the company's operations and growth.
- Successfully managed the expansion of space offerings from 1,250 sqft to over 15,000 sqft within one year.
- Played a pivotal role in driving revenue growth, achieving over 75% quarter-on-quarter increase.
- Responsible for handling clients, prospect clients, real estate agents, and landlords, building and maintaining strong relationships.
- Led negotiations with real estate agents and landlords to secure favourable lease agreements and establish successful partnerships.
- Assist in the definition of project scope and objectives, involving all relevant stakeholders and ensuring technical feasibility
- Implemented effective strategies to understand customer needs and provide tailored space solutions, resulting in high client satisfaction and business growth.

Trice Vehicle Rental Services Pvt Ltd: Sales & Operations

July 2019 — December 2021

- Drove strategic planning initiatives based on data analysis to identify growth opportunities and optimise business operations.
- Successfully managed the maintenance of a fleet of vehicles, ensuring compliance with safety regulations and minimising downtime.
- Led business development efforts, resulting in a year-on-year increase of 100% in revenue.
- Implemented data-driven strategies to target prospective clients and meet their specific needs, gaining a competitive advantage in the market.