

**JAMIL KHAN.**

**Permanent Residence Address**

**Jhansi Castle,7,Cooperage Road,**

**Near Mantralaya, Mumbai – 400 001, India.**

**Mobile#+91–7039158498**

**Email** :jkffh@live.com

Date of Birth : August 1968

Marital Status : Married

**Academic Qualification : B COM**

**Professional Qualifications**

PGDin Sales &Marketing Management.

PGD in International Airlines Ticketing / Travel / Cargo Management

Diploma in Export Business Management.

Diploma in Basic Programming Language.

Diploma in Dbase Programming Language.

Diploma in MS Office.

Diploma in Web Designing & Internet Operations.

**Participations**

Attended various Conferences, Exhibitions, Lectures, Programs & Events based onBusinessManagement / Development, Import / Exports, Logistics & Supply Chain Management, FMCG, Food, Confectionery & Beverages, Electronics, Constructions, Engineering, Tools & Equipments, Travel /Transport /Cargo & Shipping, HSE / Fire Exhibitions, Defence / Aviation / Airport Shows

**Languages Known**

English / Arabic / Urdu / Persian&different Indian regional languages.

**Capabilities**

Development of International Export Business worldwide in multiple trade lines

Imports / Exports - Sales/Marketing, Procurement, Brand/Channel Marketing & Product Launches

Distribution Planning, Pricing,Payments Collection, Promotions, Stock Control.

3rd Party Trade Management& Cross Trade operations

Inventory / Warehousing / Heavy Machinery &Equipment Hire &Transportation operations.

Invoicing / LC’s / Costing / Budgeting / Trade Compliance( Coordination Role)

CFS operations( ICD& Port operations )

Export / Import shipmentshandling ( CompleteDocumentation& Airport / SeaPort operations )

Participate in Int’l Trade Conferences, Seminars, Exhibitions & Promotional Events.

Travel extensively to manage Client Relations, Exports / Imports development, Sales & Marketing, etc.

Strong knowledge of aspects related to air/sea port operations, Government Dept. documentation procedures.

Operational support to the Accounts, Administration, Engineering &Projects department.

**Work Experience**

**1) July 2014 to Feb 2018 - AL Essa Trading Co.( Dammam, KSA )**

 **Designation – ( Planning & Control Manager) International Business ( Trading – MENA & CIS )**

**2) July 2012 to Feb 2014 - Arabian Trading Services ( Jeddah, KSA )**

 **Designation – Business Development Consultant ( Exports –GCC & MENA )**

**3) Dec 2005 to Feb 2012 - AL Khalifa Trading LLC ( Dubai, UAE / Qatar )**

 **Designation –Business Development Manager ( Exports– MENA & CIS)**

**4) March 1999 to June 2005 – Sana International LLC.( Bahrain / KSA )**

 **Designation –Sales Manager ( GCC, MENA & CIS Region )**

**5) January 1991 to October 1998 - AL Boom AL Fiddi General Est. ( KSA / Dubai, UAE)**

**Designation – Business Development Asst.Manager**

**6) January 1987 to November 1990 - Pactel Equipments Pvt. Ltd. ( Mumbai, India )**

 **Designation –Sales Officer**