



# HASAN ANIKUL KHAN

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Deira, Dubai, UAE

## ABOUT ME

"Dynamic and results-driven sales professional with diverse experience across banking, automotive, and consumer electronics industries. Proven expertise in delivering exceptional customer service, driving sales, and building strong client relationships. Skilled in product demonstrations, negotiation, and achieving sales targets while ensuring compliance with industry standards."

## Education

### Board of Secondary Education

Adarsh Vidyalay High School  
2010

### Board of Intermediate

HSE  
2010 - 2012

## Expertise

- Sales and Negotiation
- Customer Relationship Management
- Product Demonstrations and Presentations
- Upselling and Cross-Selling
- Market and Product Knowledge
- Lead Generation and Conversion

## Languages

- English
- Urdu
- Hindi

## Experience

### Relationship Officer

Markai Commercial Broker (April 24 - Nov 24)

- Financial Product Sales: Sold financial products such as loans, mortgages, insurance, or investment products on behalf of the bank.
- Client Relationship Management: Built and maintained relationships with clients to ensure long-term engagement and trust.
- Market Research: Analyzed financial markets to provide clients with informed recommendations on investment opportunities

### Sales Representative

Cars 24 (2021 - 2023)

- Product Knowledge: Maintained in-depth knowledge of various car models, features, pricing, and financing options to educate customers effectively.
- Sales Presentations: Conducted test drives and demonstrated the features and benefits of vehicles to potential buyers.
- Negotiation Skills: Negotiated pricing, trade-ins, and financing terms to close sales while meeting customer expectations and dealership goals.

### Sales Associate

SONY (2015 - 2016)

- Product Expertise: Gained extensive knowledge of SONY products, including TVs, audio systems, cameras, gaming consoles, and accessories.
- Customer Engagement: Welcomed customers, understood their needs, and recommended suitable SONY products to enhance their experience.
- Demonstrations: Conducted live product demonstrations to showcase features, technology, and benefits, such as high-resolution displays or noise-canceling audio.
- Sales Techniques: Utilized persuasive communication and upselling techniques to drive sales and promote premium SONY offerings.

## Hobbies

- Playing Cricket
- Music
- Travelling