

Curriculum Vitae

Dr. Fahad Khan

Address :

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J-406, Jalvayu Towers,
Jhajra, Dehradun (UK)

Professional Synopsis

Total Experience :

11.5 Years (9 Years Academics and 2.5 Years Corporate)

Worked as a Faculty with Surajmal Agarwal Girls PG College, Kichha (Uttarakhand) in Department of Commerce & Management since Feb, 2013 till Nov, 2020.

Worked as a Faculty with Greater Noida Institute of Technology, Greater Noida in Department of Management since 1 Dec, 2020 till 20 March, 2021.

Worked as Assistant Professor with BFIT Group of Institutions, Dehradun in Department of Management since March, 2021 to August, 2021

Working as **Assistant Professor (Management)** with **The ICFAI University, Dehradun.**

Subjects taught:

Marketing Management,
Advertising Management,
Business Organisation & Management,
Consumer Behaviour,
Business Environment,
Corporate Mergers & Acquisitions,
Entrepreneurship & Small Business management,

Title of Ph.D. Thesis:

A COMPARATIVE ANALYSIS OF CUSTOMERS PREFERENCE TOWARD ORGANISED AND UNORGANISED RETAILING IN INDIA (A STUDY OF KUMAUN REGION).

Academic Credentials

Examination Passed	Subjects	Class/Div. with Hons. or distinction	%age of Marks	Name of Univ./Board	Year of Passing	Remarks
X	ALL	II	50.4	CBSE	2002	PASS
XII	COMMERCE	I	63.8	CBSE	2004	PASS
B.COM	COMMERCE	I	65.3	KUMAUN UNIVERSITY	2007	PASS
PG Diploma	Retail Management	I		Cosmic Business School, New Delhi	2008	PASS
M.B.A.	MARKETING	I	65	UNIVERSITY OF MYSORE	2009	PASS
M.COM (Private)	COMMERCE	I	62.5	KUMAUN UNIVERSITY, NAINITAL	2009	PASS
PGPM	Human Resources	I		Cosmic Business School, New Delhi	2009	PASS
M.A.	ECONOMICS	II	50.3	KUMAUN UNIVERSITY, NAINITAL	2012	PASS
Ph.D	COMMERCE			KUMAUN UNIVERSITY, NAINITAL	2021	AWARDED

LIST OF PUBLICATIONS

1. Atish Verma, **Fahad Khan** “Assistance to priority sectors by commercial banks: Problems and diagnosis” Pezzottaite Journals 3 (2), April- June 2014, 973-977 (I.F-5.017).
2. Ashutosh Kumar , **Fahad Khan** “The Future of Retailing in India” Parishodh Journal (UGC Care Listed Journal), Volume VII, Issue XII, December 2018, 11-20 (I.F- 6.3)
3. Ashutosh Kumar, **Fahad Khan** “An overview of organized and unorganized retailing in India” Parishodh Journal (UGC Care Listed Journal) , Vol. IX, issue III, March 2020, 8388-8393 (I.F-6.3).
4. Ashutosh Kumar, **Fahad Khan** “A study of Unorganized Retail Sector in India” Alochana Chakra Journal (UGC Care Listed Journal), Vol. IX, Issue V, May 2020, 693-697 (I.F-6.3).
5. Ashutosh Kumar, **Fahad Khan** “Role of Service Sector in shaping Indian Retail industry” Mukht Shabd Journal (UGC Care Listed Journal), Vol. IX, Issue VIII, Aug 2020, 915-923 (I.F-4.6).
6. **Fahad Khan** “The impact of Covid 19 on Organised and Unorganised segments of Retail in India” Communicated in SCOPUS Indexed Journal.

LIST OF CONFERENCES/SEMINAR

1. Presented paper in “National seminar on Opportunities & Challenges in Information technology, Management & Education”, Sriram institute of management and technology, Kashipur, U S Nagar, UK, October 20, 2012. TOPIC: “Opportunity and challenges in education sector”.
2. Presented paper in “State level conference on Right to information: Provisions, Importance and Problems”, Department of History, P.N.G Govt P.G College, RAMNAGAR, NAINITAL, UK, FEB 23, 2013. TOPIC: “RTI Act: Provisions, importance and problems”.
3. Presented paper in “Swami Shukdevanand International seminar on Employment generation in developing countries: Challenges & Opportunities”, SSPG college, Shahjahanpur, 23-24 Feb, 2013. TOPIC: “Employment generation problem in developing countries”.
4. Presented paper in “National seminar on Emerging trends in inter-disciplinary social sciences” organized by Faculty of commerce & business management in Collaboration with UGC –ASC Kumaun University, Nainital, Feb 2, 2014. TOPIC: “Geographic Information System: A research tool for inter-disciplinary measures in social sciences”.

5. Presented paper in “National Conference on Convergence between distance and conventional education”, S.B.S. Govt. P.G. College, Rudrapur, Feb 22-23, 2014. TOPIC: “A study of distance education and conventional education in India”.
6. Presented paper in “One day training programme on Human rights”, Govt. P.G. College, Lansdowne, Pauri Garhwal, UK, March 3, 2014. Topic: “Importance of human rights”.
7. Presented paper in “National seminar on Relevance of Gandhi in new world order”, Govt. P.G. College, Lansdowne, Pauri Garhwal, UK & Mahatma Gandhi Antarrashtriya Hindi Vishwavidyalaya Wardha Maharashtra, March 24-25, 2014. TOPIC: “Teachings of Gandhi”.
8. Presented paper in “National seminar on Environmental economics & social sustainability”, Department of Botany, Govt. P.G. College, Dwarahat, Almora, UK, Dec 4-5, 2014. TOPIC: “Sustainable development of tourism through integrated planning: A Study of Uttarakhand”.
9. Presented paper in “International seminar on Role of E-learning in quality education”, Radhe Hari Govt. P.G. College, Kashipur, U.S. Nagar, UK, Feb 22-23, 2015. Topic: “E-learning- A necessity for quality education”.
10. Presented paper in “National seminar on Reconstructing history in changing Socio-cultural scenario”, Department of History, PNG GOVT. COLLEGE, RAMNAGAR, NAINITAL, UK, March 26-27, 2015. TOPIC: “Importance of social & cultural environment in shaping history”.
11. Presented paper in “National seminar on Migration from Indian Himalayan region: challenges and strategies”, Department of Commerce, DSB Campus & IPSDR, Kumaun University, Nainital, Nov 19-20, 2018. TOPIC: “Migration affecting retailing in Uttarakhand”.

WEBINAR

1. Attended “4th International Webinar on “Challenges and Opportunities for business and economics worldwide, Post Covid-19”, Govt. Raza P.G. College, Rampur, U.P., June 7, 2020.
2. Attended “National Webinar on strategic issues in Indian financial sector during the current economic crisis”, Birla Global University, June 17, 2020.
3. Participated in the Online Quiz on ‘Health and Environmental Protection during Pandemic outbreak of COVID 19’ organized on 23-6-2020 with 80% marks in this Quiz organized by Department of Chemistry, Faculty of Science, Sam Higginbottom University of Agriculture, Technology & Sciences, Prayagraj (U.P.).

WOKSHOPS

1. Participated in workshop on “Effective research writing skills”, organized by Faculty of commerce & business management in Collaboration with UGC –ASC Kumaun University, Nainital, Jan 31-Feb 1, 2014.

2. Participated in workshop on “Research methodology in social sciences”, organized by P.N.G. Government P.G. College & ICSSR, Ramnagar, Nainital, UK, Feb 17-26, 2014.
3. Participated in Two weeks International workshop on “Effective research paper writing & Publishing aspects”, Department of Civil Engineering, FET, MRIIRS, Faridabad, July 6-17, 2020.
4. Participated in Two Day E-Workshop on Data analysis using SPSS & R for novice scholars”, Vaniniketan Institute of Management Studies, Karimnagar, T.S., July 29-30, 2020.

Previous Work Experience

Previously worked with Radius Systems Private Ltd, Dehradun (Channel Partner of Apple India) as Branch Manager (March 2012 To August 2012) looking over Branch operations, Marketing & Business Development in Education Sector.

Job Responsibilities:

- ⌘ Handling a team of 4 employees & guiding & motivating them.
- ⌘ Visiting various colleges & schools & arranging of demo for Apple products
- ⌘ Responsible for making execution plan, promotional activities and its execution.
- ⌘ Responsible for performing the day to day activities of the centre & smooth functioning of the same.
- ⌘ Managing the Branch operations.

October’2011 to March’2012 with Gras Education & Training Services Ltd, Haldwani as Sales & Placement Executive performing the Marketing operations, Business development activities and increasing sales growth.

Job Responsibilities:

- ⌘ Visiting various colleges & schools & giving presentations to students regarding the courses.
- ⌘ Responsible for making execution plan, promotional activities and its execution.
- ⌘ Responsible for imparting training pertaining to product, offering seminars and selling skills to the canopy executives.
- ⌘ Accountable for executing, defined activities for the centre.

Feb’2010 to Oct,2011 with Ceasefire Industries Ltd, Haldwani as Asst. Manager- Business Development.

Area of Expertise and achievements at Ceasefire Industries Ltd.

- ⌘ Selling Ceasefire Products to corporate clients such as Industries & other corporate clients.

- ⌘ Achieving sales targets within the company policy; monitoring competitors move.
- ⌘ Creating new clients and maintaining new and old clients; fixing the meeting with clients.
- ⌘ Handling Customer Queries and giving appropriate Solution.

IT Skills:

- ⌘ Conversant with Windows family and MS-Office Applications (Word, Excel & PowerPoint).

Other Accolades

- ⌘ Won First Prize in Essay Competition at University Level.
- ⌘ Track record of good all-round performance throughout academics with active involvement in editorial teams.

Personal Miniature

Date of Birth: 17th May, 1985

Father's Name: Er. A. S. Khan

Mother's Name : Mrs. Shabnam Khan

Linguistic Abilities: English, Hindi

Permanent Address: S/o Er A.S.Khan, Sanjay colony, Near Sessions Court, Nainital Road, Haldwani, Distt. Nainital, State Uttarakhand.

Nationality: Indian

Marital Status: Married

Contact no.: 7906245513, 8267847647

References:

1. Dr. Ashutosh Kumar, Associate Professor, Department of Commerce, H.N.B, Government P.G College, Khatima (Affiliated to Kumaun University, Nainital)
Mob. 9412986341
Email. drashutoshkumar1978@gmail.com
2. Dr. Sudhir Kumar, Dept. of Food Technology, Surajmal Agarwal Pvt. Kanya Mahavidyalaya, Kichha (U.S.Nagar), Uttarakhand.
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Place: DEHRADUN

FAHAD KHAN