

## **EMAD KHAN**

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### **SUMMARY OF QUALIFICATION**

Highly experienced Business Executive with over 14 years' broad-based expertise of successful ventures in production and Retail Industry. Extensive international business exposure, excellent communication, teamwork, and leadership skills. Proven track record of P&L management and maximizing operating efficiencies and expertise in:

- > Creating & improving retail facilities.
- > Developing & Managing business
- > Business Process Improvement.
- > Operation and Project Management

### **PROFESSIONAL EXPERIENCE**

#### **GROCERS INC.**

##### ***President Operation (2001- Current)***

- Responsible to provide leadership in Operation and to improve business process for achieving strategic financial and non-financial objectives.
- Responsible for establishing business plans for the site / business in their respective areas in conjunction with their supervisor / retailer and market awareness e.g., trends, competitor's activities etc.
- Maximize sales in convenience stores by optimum allocation of merchandising space, effective utilization of in-store advertising space, and joint planogram exercises with suppliers.
- Responsible for negotiating trade margins, credit terms and royalties with suppliers, thereby maximizing Corporate as well as franchisees' incomes.
- To provide on-site training to staff on customer service, merchandising, site systems, account / inventory management etc.
- Led Project Management integration team for newly acquired stores, and created Project management organization, and physical changes were tailored to individual market needs thus improved sales by 22%.

## 4025 Petroleum Corp.

### Vice President Operation (2019- Current)

- Responsible to provide leadership in Fuel Operation and to improve business process for achieving strategic financial and non-financial objectives.
- Responsible for establishing Fuel Contract with Chevron. To establish business plans for the site / business in their respective areas in conjunction with their supervisor / retailer and market awareness e.g., trends, competitor's activities etc.
- Maximize sales in convenience stores by optimum allocation of merchandising space, effective utilization of in-store advertising space, and joint planogram exercises with suppliers.
- Responsible for negotiating trade margins, credit terms and royalties with suppliers, thereby maximizing Corporate as well as franchisees' incomes.
- To provide on-site training to staff regarding Chevron standards on customer service, merchandising, site systems, account / inventory management etc.
- Led Project Management integration team for newly acquired stores, and created Project management organization, and physical changes were tailored to individual market needs thus improved sales by 18%.

## FAS GROUP LLC

### President Operation (2020- Current)

- Responsible to provide leadership in Operation and to improve business process for achieving strategic financial and non-financial objectives.
- Responsible for establishing a neighborhood supermarket business plan for the site / business in their respective areas in conjunction with their supervisor / retailer and market awareness e.g., trends, competitor's activities etc.
- Maximize sales in supermarket by optimum allocation of merchandising space, effective utilization of in-store advertising space, and joint planogram exercises with suppliers.
- Responsible for negotiating trade margins, credit terms and royalties with suppliers, thereby maximizing Corporate as well as franchisees' incomes.
- To provide on-site training to staff on customer service, merchandising, site systems, account / inventory management etc.
- Led Project Management integration team for newly acquired stores, and created Project management organization, and physical changes were tailored to individual market needs thus improved sales by 27%.

## **Rich Commercial Group - Senior Real Estate Advisor (2016 – Current)**

**Emad Khan is a Senior Real Estate Advisor for Rich Commercial Group, who brings over 20+ years of retail experience, with major Oil companies, Fuel Distributors, and retail Convenience Stores. Emad has demonstrated tremendous diverse real estate expertise that includes brokerage, development, acquisitions, senior management and leading the way in the petroleum industry in the Tri County area.**

**Emad began his retail career just days from his graduation in Business from Florida Atlantic University. He held 8 corporate positions including Sales Manager, Resale Area Marketing Manager, New Business Acquisitions Manager, Marketing Training Advisor, Senior Real Estate Representative, Supervisor of Company Operations, Sales and Business Consultant. Emad continued as the Retail Development Manager and pursued his passion for real estate as he joined Rich Commercial Group. Working together they orchestrated their real estate expansion in the United States with an emphasis in the South Florida market. Emad has assisted Oil Companies, several large and very successful east coast fuel distributors / jobbers in Florida to facilitate the acquisition and streaming of Chevron branded facilities. In recent years, Emad also represented an alternative fuels oil company, with their real estate acquisitions in the State of Florida, expanding their growth of E-85 (Flex-Fuel) and Bio-di. He is a current member of the Florida National Association of Realtors.**

### **Territory Manager (1999-2001)**

- **Responsible to achieve sales and service objective as a member of management team through distributors and agents. Assist in developing new market segments, sales distributors and improving business process.**
- **As a Member of the Management Team achieved business goals for the region.**
- **As a member of Integration Office coordinated various Functional teams to integrate 3 newly acquired companies and helped in achieving Synergies target savings.**
- **Implemented business improvement program “Business Excellence through Speed and Teamwork”**
- **Turn-around two important company owned and managed sites from huge Net losses to consistent Net Profits**
- **Started many improvement projects to improve the profitability and customer satisfaction.**
- **Increased diesel sales by 18% and C-store sales by 20% (YTD basis)**

**Area Manager (1998-1999)**

Responsibility of managing sales, marketing inventory control and customer support business in Gas station and C-Store industry

- As a Member of the Management Team achieved business goals for the area.
- Managing / Supervising sales & operations of 15 retail stations in Florida
- Achieved business goals of P&L, growth, and customer satisfaction.
- Identifying the strengths, the location may have.
- Identifying any weaknesses that the location may have in specific areas of the business (i.e. customer complaints, expenses, POP, Speed pass, coffee, car wash).
- Identifying any opportunities that may be available to improve the retail or operational aspect of the business such as improving appearance, training, merchandising, or Car Wash programs, or c store improvements (e.g., coffee program).
- Identifying any existing or potential threats to the business which would have a significant impact on business such as new or improved competitor, road changes, condemnation, loss/cutback of major area employer, etc.
- Identifying any Safety, Health or Environmental issues or initiatives.
- Preparation of Total Site Profitability – Corporate Initiated
- Monitors and controls expense items as part of analytical review of month-end financials

**Store Manager (1997-1998)**

Managing sales, marketing inventory control and customer support business in Gas station and c-store industry

- Managing / Supervising sales & operations of 2 retail stations in Florida
- Rectifying the strengths, the location may have
- Rectifying any weaknesses that the location may have in specific areas of the business (i.e., customer complaints, expenses, POP, Speed pass, coffee, car wash).
- Availing all the opportunities that may be available to improve the retail or operational aspect of the business such as improving appearance, training, merchandising, or Car Wash programs, or c store improvements (e.g., coffee program).
- Rectifying any existing or potential threats to the business which would have a significant impact on business such as new or improved competitor, road changes, condemnation, loss/cutback of major area employer, etc.
- Rectifying any Safety, Health or Environmental issues or initiatives.

- Arranging sufficiently stocked & well merchandised with promotion, fronting & facing
- Maintaining Fuel Gross Profit/ Margin, Total GP \$; GP% Sales goal for Car Wash, & Determination of approximate net income
- Also responsible for employment, training programs, salary administration & termination of employees.

#### **ACADEMIC BACKGROUND**

Pursuing completion of my bachelor's Degree

Florida Division of Real Estate License Number: SL3394482

Associates of Business Administration 2002 – Completed Palm Beach State College

Higher School Certificate (HSC) 2000 – Spanish River High School, Boca Raton FL.

#### **TRAINING**

- Convenience store merchandising and category management course
- Retail marketing and sales structure of Shell
- Non-Fuels Retailing (NFR) Course (Shell in-house training program)
- Understanding of the Retail network operating within a competitive market (Marathon)

#### **COMPUTER SKILLS**

- Extensive experience with MS office suite of products including MS Excel, MS Word, Power Point etc.