



Contact

LOCATION

Chicago, IL

EMAIL

ozair.mo.khan@gmail.com

LINKS

ozairk.com | linkedin.com/in/ozair-k
launchlytics.co

Education

2025

BS, Finance

DePaul University

Driehaus College of Business

Languages

English · Urdu · Arabic

Skills

- Interpersonal, written, and oral communication built through thousands of cold calls and emails
- Proven leadership skills: moved into leadership-oriented roles in multiple organizations
- Strong data analysis: able to effectively dig for information and correlate disparate data points to develop context and relevance
- Value-driven mindset: able to understand customer needs and tailor offerings to serve as a solution to their suspected pains

Tools & Courses

- Salesforce
- Apollo.io
- LinkedIn
- Slack
- Cold Calling 101 via Josh Braun
- Bravado TechSalesU Graduate

Ozair Khan

Outbound Sales Professional

SUMMARY

Outbound sales professional: 163% of monthly quota at Echo Global Logistics, Top 20% nationally at T-Mobile, and a 100+ account book built from zero. I grade my own call recordings against Josh Braun's framework to sharpen faster. Built for a SaaS sales floor where coaching and performance compound.

Experience

2025 - Present

Echo Global Logistics | Chicago, IL

Sales Representative

- Hit 163% of monthly revenue quota to close out Q2, carrying a healthy pipeline into Q3.
- Won Echo's March Madness sales competition for most new account activations.
- Built a 100+ account book of business from scratch, averaging 60+ outbound interactions daily across cold calls, email, and LinkedIn.
- Run pipeline in Salesforce daily: activity logging, call notes, and weekly revenue forecasting.

2023 - 2025

T-Mobile | Northbrook, IL

Sales Consultant

- Ranked top 20% of performers nationally for 5 consecutive months across B2B and B2C sales.
- Served 60+ customers daily, driving device, plan, and accessory sales through needs-based solution selling.
- Identified upsell and cross-sell opportunities using account history and usage data, contributing to measurable store revenue growth.

2021 - 2023

Glory Home Healthcare Management Inc. | Park Ridge, IL

Office Manager

- Ran full office operations at 20 years old, owning payroll, scheduling, and compliance.
- Managed vendor relationships across the organization from day one.
- Held a seat on the board, weighing partnership stakes and the organization's direction

Leadership & Awards

- 2026: KPI Overachiever @ Echo Global Logistics | 163% of quota, 60+ outbound interactions daily
- 2025: Dean's List @ DePaul University, Driehaus College of Business
- 2023-2025: Ranked Top 10% on Sales Team @ T-Mobile