**Gulfjobseeker.com CV No:** **1325094**

**Mobile +**971505905010 / +971504753686

To get contact details of this candidates

Submit request through Feedback Link

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Nationality: Pakistani

Gender: Female

 **MARKETING MANAGER**

* **Top-ranked Business Development & Marketing manager with a ten-year history of cooperate sales success.** Recognized for contributions to record-setting sales figures, territory startup/expansion and new account development.
* **Proven ability to lead sales teams to achieve multimillion-dollar revenue gains.** Offer an in-depth understanding of the sales cycle process and remain focused on customer satisfaction throughout all stages.

**EXPERTISE**

|  |  |  |  |
| --- | --- | --- | --- |
|   | * Sales Team Supervision
* Territory Management
* New Account Development
* Relationship Building
* Customer Relationship
* Color Scheming
 | * Presentations & Proposals
* Closing Strategies
* Sales Training
* Event Management
* Interior Designing
* Key Account Management
 |   |

**PROFESSIONAL EXPERIENCE**

**6- Vista Star Construction & Interiors LLC. Dubai, UAE**

**Marketing Manager (03/ 2014 to Present)**

**Marketing**
Making New marketing strategies

Giving presentation on company profile and scope of work

Building up client database

Cold calling prospect clients
Developing new marketing plans & strategies
Develop new marketing material
Identifying the target segment and areas
Building relationship with sources of references

**Management**
Project Co-ordination between all parties involved
Working as a liaison
Site Monitoring and keeping a check on KPIs
Compliance with different government authorities for approvals

**5-ALESCO Kansai Paint Pvt. Ltd. – Lahore, Pakistan**
**Business Development Manager, (Decorative Coatings)** 08/2011 to 10/2013

Recruited to lead startup of B2B sales and created cooperate sales department team, liaison with architects & interior designers. Assessments of marketing opportunities and target markets, Customer & competitor’s intelligence. Assist in creation of Dubai cooperate sales department

**4- Nippon Paint Pvt. Ltd. – Lahore, Pakistan**
**Asst. Sales Manager, Projects & Housing (Cooperate & Retail) 11/2007 to 08/2011**

Co-operate clients & Institutions, Handling rates, quotations & negotiations for commercial clients, Retail Management for Trade, Managed sales team & throughout winner of sales target, Area sales manager of the year award for 228% over achievement of sales target year 2010 in annual sales conference 2011 Lahore

**3- Berger Paint Pvt. Ltd. – Lahore, Pakistan
Territory Manager, (Cooperate Business) 08/2003 to 10/2007**

Joined Berger as a Color Consultant, Color Schemes on Photoshop & Site visits for Free color advisory service, 2005 promoted as a Senior Color Consultant, Handled the color Consultants Department & Retail network. Jan 2007 Promoted as a Territory Manager (Cooperate Business)

4- Aligarh College Lahore, Pakistan 2002

Lecturer – Fine Arts

5- Prizm Communications & Magazine Lahore, Pakistan 2000

Manager Arts & Graphics

 **EDUCATIONIONAL ATTAINMENT**

PUNJAB University – Lahore, Pakistan
**Masters in Fine Arts (Roll of Honor)** 1999, Majors: Painting Minor: Interior Designing

PUNJAB University – Lahore, Pakistan
Bachelors of Arts 1995, Fine Arts

Imperial College of Business Studies– Lahore, Pakistan
**Executive MBA 2009**, Major: Marketing

 **PROFESSIONAL SEMINARS, TRAININGS & CONFERENSES**

**Kansai Paint**
1- 2014 Participated in Middle East Coating Show Dubai World Trade Center
2- Attended Three Different Sales Trainings from International Trainers 2014

**Nippon Paint**
1- 2011 Dubai Visit for Paint Market Research to start business
2- 2009 One Month Orientation Tour to Nippon Paint’s Head office Subang Jaya, KL, Malaysia to interact with Architects, Interior Designers & cooperate sector.

3- Participated in Expo Shows 2005 – 2007 (Institute of Architects Pakistan) Show
4- Attended Two Different Sales Trainings from International Trainers

**Berger Paint**

* 1. Sales & Technical Trainings

2- 2004 Attended Columbo, Srilanka Sales Winners Conference

3- 2006 Cairo, Egypt Winners Conference
4- Attended Four Different Sales & customer handling courses

 **LANGUAGES & COMPUTER SKILLS**

English, Urdu, Punjabi = Microsoft Office, Excel, Power Point (Adobe Photoshop Basic Level)