**Gulfjobseeker.com CV No:** **1330680**

**Mobile +**971505905010 / +971504753686

To get contact details of this candidates

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**CAREER OBJECTIVE**

An ambitious individual who has a positive, can-do attitude, coupled with the required level of enthusiasm and resilience to be able to sell into all market sectors. A Well organised **Sales Representative** with a commitment to achieving excellent results, Able to create imaginative solutions to intractable problems & possesses the ability to learn about new products & markets quickly. Articulate, well spoken and an excellent communicator, Right now looking to continue successful career with a vibrant, progressive and forward thinking company

**PROFESSIONAL EXPERIENCE**

**STONAGE –LAHORE, PAKISTAN**

**Sales Representative** 2012 to 2014

Recognized as one of store’s “rising stars” (elevating sales, margins, staff retention and customer satisfaction). Build relationship with key decision makers and match customers with the right solution for their needs. **Results:**

* Surpassed sales goals by 17% in 2014 and was acknowledged for the success.
* Involved in the recruitment and training process off new staff
* Compiled and analyzed sales and performance reports for senior managers.
* Developed the market strategies
* Through market research and competitor analysis excelled in Sales
* Administrated and compiled data in such a way that records were kept up to date and accurate

**CORE COMPETENCIES**

**AREAS OF EXPERTISE:**

|  |  |
| --- | --- |
| * Driving Sales | * Brand Awareness |
| * Sales Strategies | * Product Knowledge |
| * Problem Solving | * Maintaining Records |
| * Customer Solutions | * Creating Spread Sheets |
| * Merchandising | * Complaint Resolution |

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**SALES SKILLS:**

* Surpassing customer expectation
* A high networking capability
* Persuasive communicator, articulate and numerate
* Ability to understand and apply market intelligence to sales strategy
* Able to handle several projects simultaneously

**EDUCATION AND TRAINING**

**PROFESSIONAL QUALIFICATIONS:**

* **FIA (Foundation in Accountancy)**

Qualified by the end of 2015

* **Foundation (From Edge Systems International)**

The components of this course are:

* Computer Architecture
* Intro to E-Commerce
* Software Installation
* Microsoft Office Suite

**ACADEMIC QUALIFICATIONS:**

* **Bachelors of Arts**

University of Punjab, Lahore

Qualified in year 2015