**Gulfjobseeker.com CV No:** **1330710**

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** CAREER OBJECTIVE**

A dynamic and innovative **Assistant Sales Manager** who has a long track record of successfully managing and growing accounts, as well as achieving sales targets. Ensures best practice and consistency across all business operations and is more than able to work accurately under pressure and to manage conflicting demands. To work and grow in such a competitive and challenging environment where drudgery, integrity, commitment and sincerity are honoured along with opportunities to flourish more in this field. Currently looking for a terrific position where outstanding personal skills, relevant work experience and education can be utilised.

* **Comprehensive background leading all aspects of retail operations** (e.g. P&L, merchandising, sales, customer service, inventory, personnel and payroll management) reinforced by bilingual fluency in **English** and extensive retail management training.

 **PROFESSIONAL EXPERIENCE**

**BANK ALFALAH, SIALKOT, PAKISTAN**

**Internee –** April 2014 to May 2014

**GENERATION – LAHORE, PAKISTAN**

**Assistant Sales Manager** 2012 to 2014

Provided consultative sales and prospected for customers through cold calls, referrals and networking. Qualified leads, closed deals and managed accounts. **Outcomes:**

* Closed an average of 35% of all leads achieved between 110% to 120% of projected monthly goals during tenure.
* Targeted and penetrated a competitive market. Increased sales in a huge number and converted many customers from competitor’s service.
* Orchestrated successful promotional campaigns, including a special offer that penetrated market territory by 6% within a week.
* Improved sales policies and practice. Defined the sales cycle, created accurate job descriptions and developed standards for customer relationship management.
* Led start-up and grand opening of a new store’s branch in another city. Exceeded sales and profit goals by up to 8% and 12%, respectively, from first year of opening and in each ensuing year.
* Proved the ability to multitask, resolve customer issues and excel within a demanding, high-volume setting.
* Recognized for ability to quickly establish rapport with customers, up-sell products and build a loyal clientele.

**OUTFITTERS –LAHORE, PAKISTAN**

**Sales Supervisor** 2011 to 2012

Provided strategic, operational and maintained service standards. Formulated marketing, brand planning and business-development strategies to drive revenue growth. **Outcomes:**

* Led the growth of sales department from 20 employees to 50. Established a competitive sales force by offering aggressive compensations, desirable benefits packages, performance-driven sales-incentive programs.
* Surpassed sales goals by 12% in 2012.
* Developed many entry-level associates to leadership positions and quickly become one of primary trainers of new recruits.
* Demonstrated an unwavering commitment to customer service, adding new customers while maintaining premium service levels with existing customers.

 **CORE COMPETENCIES**

**AREAS OF EXPERTISE:**

* Merchandising, Sales strategies with extensive Product knowledge and Brand awareness.
* Management proficiency with attention to detail.
* Customer solutions by giving Creative services with terrific Presentation skills.

**MANAGERIAL SKILLS:**

* Proven track record of taking responsibility for specific tasks and leading these to a successful outcome with strong commercial awareness.
* Ability to successfully manage multiple demands and shifting priorities.
* Able to handle several projects simultaneously and able to spot trends and variations in data.
* Ability to explain (written or verbal) technically complex information to a non-specialist audience.
* Staff consulting and relationship building skills.

**SALES SKILLS:**

* Building long-term relationships with clients and surpassing customer expectations.
* A high networking capability.
* Persuasive communicator, articulate & numerate.

 **EDUCATION AND TRAINING**

**PROFESSIONAL QUALIFICATIONS:**

* **ACCA (Association of Certified Chartered Accountant)**

Qualified in 2015

* **CAT (Certified Accountant technician)**

Passed 7 papers then transferred to ACCA

**ACADEMIC QUALIFICATIONS:**

* **Masters in English Literature**

University of Punjab, Lahore

Qualified in year 2015

* **Bachelors of Arts**

University of Punjab, Lahore

Qualified in year 2013