Muzamil Bashir

# Objective

To work in a challenging position to prove my computer skills that would help me to utilize my knowledge & intelligence to the best in the IT Industry, and to build myself along with the organization that I will work for.

# Education

* Masters in Computer Application | National Institute of Electronics and Information Technology, J&K, India | In progress
* Bachelors in Computer Application | National Institute of Electronics and Information Technology, J&K, India | 2013

**Experience**

**Sales Manager | Saffron Flour & General Mills, J&K, India | February - 2014-April 2016**

Responsible for Sales Department. Taking care of customer requirements and coming up with creative sales ideas was part of my portfolio.

Job Responsibilities:

* Responsible for selling, closing, servicing and expanding the current customer base within an assigned territory.
* Selecting sites for new development with a focus on multi-unit opportunities.
* Managing relationships with suppliers, vendors, sponsors, internal clients and sales partners and distributors.
* Regularly travelling to partner sites, meeting sales managers and getting product feedback from them.
* Providing highly professional sales and marketing expertise and back up to sales representatives.
* Build and develop lasting relationship with customers.

**IT Engineer | Nabeel Electronics, J&K, India | January 2013 - January 2014**

Responsible for the technical sales and support for hardware and software as well as networking as well as technical support issues. Major accounts handled included Accountant General’s Office, District Commissioners Office, and other private and government sites.

Job Responsibilities:

* Identifying and making contact with new prospective clients, arranging meetings with prospective clients.
* Meeting clients at their offices, identifying their requirements and then proposing solutions while highlighting the benefits of the company’s software products and services.
* Answering any technical IT questions that clients may have and arranging for after / post sale support to client
* Developing sustainable relationships with decision makers to build sales pipeline and raise brand awareness with customer engagement.
* Identifying problem areas to resolve and coming up with new strategies to increase sales.
* Arranging for software demonstrations for customers.

# Skills & Abilities

* Excellent communication and interpersonal skills.
* Ability to work under pressure and meeting organization goals.
* Have ability working within a team or leading them to achieve planned target.
* Supervisory skills, ability to take effective decisions.
* Keen learner and interested in new challenges
* Self-confident, ambitious and easy going
* Motivational skills and ability to build good positive relationships with people.

# Technical Skills

Microsoft Office (Excel, Word, PowerPoint), Visual Studio, MySQL, Programming in PHP, C, C++, Java, C#, ASP.NET, SQL

**Job Seeker First Name / CV No: 1841874**

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