**Jahanzeb**

**Cell No:** +971505891826

**Nationality:** Pakistani

**E-Mail:** [jahanzeb.326887@2freemail.com](mailto:jahanzeb.326887@2freemail.com)

**Work Experience**

1. **Position:** Business Development Manager

**Company:** Fast Telecom W.L.L Bahrain

**Duration: (**01 January 2016 **to** till now…..**)**

**Duties & Responsibilities:**

* Developing the market for telecom brands comprises Iphone, Samsung, Huawei, Lenovo, HTC, Sony, Blackberry and Nokia as being competitive supplier. etc.
* Targeting all KDR (Key Distributer/Retailer) including Hypermarkets, Retail chain stores, telecom service providers Zain, Viva and Batelco and Govt. institutes.
* Identifying sales leads, pitching my products & services to new clients and maintaining good working relationship with them.
* Negotiating deals, developing contracts and assisting marketing personnel in terms of advertising, promotion and social media activities.
* Preparing proposals, presenting to clients and managing stocks on their demand.
* Follow up the existing clients for post purchase services and keep visiting prospective clients to bring them into a sales pipeline. Etc

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1. **Positions:** Key Account Executive

Sales and Marketing Executive

**Company:** Sharaf DG Bahrain.

**Duration: 4.4 Years (**01 August 2011 **to** 30 December 2015**)**

**Duties & Responsibilities:**

* Administrating all IT, Telecom, Appliances and Electronics products.
* Maintaining and developing relationships for retaining existing customers and identifying potential clients to prospect new business.
* Displaying efficiency in gathering market and customer’s info to enable negotiations regarding variations in prices, delivery and customer specifications to my manager.
* Having a prospective view on all kind of marketing strategies, evaluating campaigns and supporting marketing manager to some extent.
* Preparing proposals and presenting to clients to make the strong pipeline.
* Maintaining the healthy relationships with suppliers to build the image of company.
* Attending and arranging all kind of trainings including soft skills, In house products and supplier’s training.
* Gratified customers at their maximum expectations within the limits of company’s policies etc.

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1. **Position:** Sales Officer

**Company:** Logitech Systems (pvt) Ltd. Pakistan

**Duration: 2 Years** (07 March 2008 **to** 20 April 2010)

**Duties & Responsibilities:**

* Develops Sales plans and budgets to achieve and exceed the annual sales objectives in the market.
* Generate sales of company products in the region through a team of salesmen in order to achieve or exceed the annual sales targets.
* Conduct regular market visits to check route coverage, competitor activity and continuously search for new opportunities in order to increase sales in the region.
* Provide distributors and customers in the region with information about new or improved products and services in order to improve sales in the region. Etc

**Qualification**

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| **Degree** | **Year** | **Board/University** |
| **MBA**(Marketing) | 2010 | Comsats Institute of Information Technology,Sahiwal (PAK). |
| B.Com | 2008 | BZU Multan, (PAK) |
| I.CS  Computer Science | 2005 | Govt. Degree College Mian channu, (PAK). |

* **Have Valid Bahraini Driving License.**

References will be furnished on demand.