

**Muhammad (Sale Manager)**

**Muhammad.334323@2freemail.com**



**CAREER OBJECTIVE:**

***Highly proficient, goal oriented and dedicated towards jobs and commitments***

Seeking To Get A Career Oriented Job In Professional Environment Where I Can Fully Utilize My Skills And Make A Significant Contribution To The Success Of the Employer And At The Same Time My Individual Growth.

**PROFESSIONAL WORK EXPERIENCE:**

More Than **6 Years of Experience** in sales in which **3 Years Of Experience** in sale manager

**Organization:** **UNITED BANK PRIVATE LIMITED OF PAKISTAN**

**Tenure:**  **25 Sep 2013 – 27 July 2016**

**Designations:**  **Auto Sales Manager**

**Responsibilities:**

* **Managerial position in Sales and Marketing wherein education, experience and skills can be efficiently utilized to increase the sales volume and profitability of the firm.**
* **Build a strong distribution network for achieving greater market development by fulfilling the following underlying functions:**
* **Leading sales teams to achieve sales objectives**
* **Establishes sales objectives by forecasting and developing annual sales quotas for regions and territories; projecting expected sales volume and profit for existing and new products.**
* **Maintains national sales staff by recruiting, selecting, orienting, and training employees.**
* **Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.**
* **Contributes to team effort by accomplishing related results as needed. Researched and developed the material for a series of four half-hour long video training series now used by company to train sales staff nationwide**
* **Identified and analyzed client goals and developed digital marketing strategies and solutions to achieve clients’ objectives**
* **Supervised the delivery and installation of bike parts to new clients; coordinated replacements with existing customers**
* **Developed quarterly mail campaigns in accordance with advertising schedules and sales budgets.**

 **Organization: UNITED BANK PRIVATE LIMITED OF PAKISTAN**

 **25 Sep 2010 – 15 Sep 2013**

 **Designations: Product Sales Officer**

**Responsibilities:**

* ***A customer-focused sales professional with a proven aptitude for learning and demonstrating new products.***
* ***A highly engaged and positive team player with a strong customer focus and the motivation to deliver exceptional sales results.***
* ***Well-developed written and verbal communication skills and a professional demeanor.***
* ***Energetic self-starter inspired by a passion for sales who is able to quickly and consistently bring in new customer accounts.***
* ***Outstanding track record of effectively assessing customer needs, presenting solutions and closing sales.* Build a full-scale sales operation from the ground up; duties include establishing database systems, recruitment of senior regional sales managers and developing sales and marketing strategies**
* **Strategize with senior management to market new products of consumer goods into traditional retail channels of distribution in the Fast Moving Consumer Goods (FCMG) market**
* **Successfully expand the marketing reach of older products into emerging digital and online platforms**
* **Manage efforts to grow new business, increase existing revenue and provide top level customer service to current accounts.**
* **Oversee eastern territory sales, inside sales team and product channel sales.**
* **Travel to client locations to participate in sales presentations and product demos.**
* **Analyze sales routes, territories and responsibilities to ensure efficient use of time and resources.**
* **Hold status meetings with sales staff to create strategies and define prioritized tasks.**
* **Analyze groups to determine sales quotas and lead initiatives to ensure sales staff meets or exceeds goals.**
* **Work with sales teams to build and cultivate relationships with managers and executives of corporate accounts.**
* **Recruit, train, coach and mentor new sales associates and mid level sales managers.**
* **Plan and manage territory budgets and field expenditures.**
* **Identify sales best practices and implement process improvements to increase productivity and efficiency.**

**ACHIEVEMENTS:**

**I have achieved a number of milestones in my Professional Career**

* + **Trained and developed a team of 52 sales representatives to be deployed in company .**
	+ **Improved product movement between warehouse and retail outlet, thereby decreasing the weekly movement time from 10 hours to 6 hours.**
	+ **Introduced online selling and trained three teams of sales personnel to handle online orders and transactions, thereby increasing the company’s profits by 42%.**
	+ **Decreased the shelf audit time by 30% by suggesting day-to-day mini audits to ensure product availability .**
	+ ***In-depth understanding of the sales process, the ability to build strong customer relationships and close sales*.**
	+ **ACADEMIC EDUCATION:**
	+ **One Year Diploma in computer (Software & Hardware)**
	+ **Bachelor of Textile Hamdard University**

 **COMMUNICATION AND INTERPERSONAL SKILLS:**

* **Persuasive Strong verbal communication and interpersonal skills.**
* **Territory planning and layout**
* **Organizational skills, multitasking and time-management.**
* **Problem solver, decision maker, honest, creative, assertive and accountable.**
* **Entrepreneurial worker – Driven to succeed, able to motivate others and work in teams.**
* **MS Office: Word, PowerPoint, Excel and Outlook Worked together regularly with accounts/sales manager and field sales staff.**
* **Participated Worked together regularly with accounts/sales manager and field sales staff.**
* **Participated in sales group meetings which dealt with targets and forecasts, and reported on current market situation.**
* **Maintained prospects database – Managed spreadsheets and outbound/inbound accounts.**
* **Took care of cancellations and changes in orders and updated company records.**
* **Ensured deliveries were carried out as agreed with customer.**
* **Prepared sales order reports – Collated regular reports on sales performance per industry, product, personnel, region and office.**

**INTERESTSANDHOBBIES:**

* **Project Management and Team Mentoring in Professional and Non Professional Environment**
* **Team Management, Playing and Watching Football, Playing and Watching Cricket**
* **Reading books of Telecom, magazines & Articles Regarding My Professional Career**

**PERSONAL INFORMATION:**

**Date of Birth : January 01, 1982**

**Religion : Islam**

**Marital Status : Married**