# 02fv 001

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| CAREER OBJECTIVE | | | |
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|  | An ambitious, highly motivated and energetic sales executive with excellent marketing and business development skills. Experience of managing sales and merchandising for established retail outlets, franchises. Results orientated professional with a proven ability to get results, generate revenue, and improve. Over 7 years marketing experience of working in competitive industries and successfully identifying, developing and managing new business opportunities within these markets. | | |
| ****CAREER HISTORY**** | | | |
|  | United Arab Emirates  Sales Associate | June 2015 - Present    logo  **Responsibilities:**   * Greet Customers and ascertain what each customer wants or needs. * Recommend, select, and help locate or obtain merchandised based on customer needs and desires. * Maintain Knowledge of current sales and promotions, Policies regarding payment and exchange. * Ticket, Arrange and display to promote sales. * Demonstrate or explain products, methods, or service to persuade customers to purchase products or use services. * Sell products being promoted and keep records of sales. * Set up and arrange displays or demonstration areas to attract the attention of prospective customers. * Suggest specific product purchases to meet customers` needs. * Identify interested and qualified customers to provide them with additional information. * Work as part of a team of demonstrators to accommodate large crowds. * Work on store display for **TP-LINK** brand. * Replenish the stock in the store by communicating with store management and the company management and ensure the availability of all the products. * Ensure promotions are accurate and merchandised to the company’s standards. * Analyze the competitors and keep updating regarding offers, prices, branding at store level. * Help retail sales achieve sales targets. * Manage different departments within the store. * I am lucky enough to work in Emax Electronic , Sharif Dg, Jumbo Electronic .   **Achievements:**   * Top Seller for the TP-Link brand in Gitex Exhibition 2015 October. * Performed as a team leader in Gitex 2016 and become the top seller for TP-Link Brand. * Rewarded by Bonus and Gifts by the Company. | | |
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|  | Master Group of Companies, Karachi, Pakistan  Showroom In charge | May 2012 - April 2015  **Responsibilities:**   * Researching clients and markets. * downloadResolve Customers Complaints regarding sales and service * Determine price schedules and discount rates. * Monitor customer preferences to determine focus of sales efforts. * Confer or consult with department heads to plan advertising services and to secure information on equipment and customer specifications. * Confer with potential customers regarding product needs and advise customers on types of products to purchase. * Liaising with clients, other agency staff and external suppliers of goods and services. * Developing ideas for promotional marketing campaigns. * reporting to the product manager. * Managing stock levels. * Analyzing sales figures. * Forecasting future sales.   **Achievements:**   * Top Seller for the company as I achieved 1.8 million sales in one month Previously it stays on 1.2 million. * Joined as a sales promotion officer after 1 year promoted as a outlet In charge. | | |
| QUALIFICATION | | | |
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|  | * **B.COM: (** Continue ) * **Intermediate: (Commerce**) * **Matriculation: (Science**) | | |
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| ADDITIONAL SKILLS | | | |
| * English Language Course. | | |  |
| * Microsoft Office Complete. * Photoshop and flash basic. * Have a vast knowledge about IT, Computer Hardware & Software. * Knowledge about networking specially routers configuration. | | |  |
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| **LANGUAGES** | | | |
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* English, Urdu, Balochi, Punjabi.