# 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 EmiratesSales 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.
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| QUALIFICATION |
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|  | * **B.COM: (** Continue )
* **Intermediate: (Commerce**)
* **Matriculation: (Science**)
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| ADDITIONAL SKILLS |
| * English Language Course.
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| * 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.