**Syed**

Syed.367821@2freemail.com

**Summary**

Innovative Sales Professional with the big picture vision, leadership, tenacity to successfully penetrate in new markets, capture market share. Good in business process engineering, including analysis, development and implementation. Strong track record in preparing sales forecast, collecting and analyzing data to evaluate current sales goals in the team, knowledge in researches and evaluations in the current economic conditions that may affect the organization's ability to sell its products and services in the industry. Time and again, present proven accomplishments in goal-oriented sales management through expertise in business development and strategic planning capabilities. Excellent presentation, communication, negotiation, closing and follow through skills with a strong ability to build an industry presence.

**Expertise**

Excellent Communication Skills Good Negotiator

Budgeting, Planning & Forecasting Innovative Seller & Marketing Initiator

Productivity & Performance Enhancement New Business Development

Strategic Account Acquisition & Management Competitive Analysis & Product Positioning

Analytical and Conceptual Problem Solving Strong skills in Relationship building Excellent Mathematical and statistical skills Critical and Creative Thinker Extensive Experience in report writing Team Leadership

**Career Snapshot**

**Majid Al Futtaim (October 2016 – Present)**

**Sales Officer – Finance**

* Get the sale, using various customer sales methods (door-to-door, cold calling, presentations etc).
* Forecast sales, develop “out of the box” sales strategies/models and evaluate their effectiveness.
* Evaluate customer’s skills, needs and build productive long lasting relationships.
* Meet personal and team sales targets.
* Research accounts and generate or follow through sales leads.
* Attend meeting, sales events and trainings to keep abreast of the latest developments.
* Report and provide feedback to management using financial statistical date.
* Maintain and expand client database within your assigned territory.

**LG Electronics (October 2014 – September 2016)**

**Retail Merchandiser**

* Planning product ranges and preparing sales and stock plans in conjunction with buyers.
* Liaising with buyers, analysts, stores, suppliers and distributors.
* Maintaining a comprehensive library of appropriate data.
* Working closely with visual-display staff and department heads to decide how goods should be displayed to maximize sales.
* Forecasting profits and sales, and optimizing the sales volume and profitability of designated product areas.
* Controlling stock levels based on forecasts for the season.
* Analyzing every aspect of bestsellers (for example, the bestselling models & prices) and ensuring that they reach their full potential.
* Maintaining awareness of competitors' performance.
* Monitoring slow sellers and taking action to reduce prices or set promotions as necessary.
* Gathering information on customers' reactions to products.
* Analyzing the previous season's sales and reporting on the current season's lines.
* Making financial presentations to senior managers.
* Meeting with suppliers and managing the distribution of stock, by negotiating cost prices, ordering stock, agreeing timescales and delivery dates and completing the necessary paperwork.

**Voltech Pakistan (August 2013 ­– September 2014)**

 **Business Development**

Initiated career as an Application Engineer in Voltech Pakistan, which deals in electronic equipment’s like Motors, Generators, Avr, Alternators and associated products. Directed firm’s business development and strategic planning programs. Facilitated customer development through sales & technical services.

**Key Contributions:**

* Manage technical relationship with the customers (phone and visit), including responding to technical enquiries.
* Identify and analyze technical details of customer's requirements and demonstrate that to concern department of the company
* Support application reviews on machines and equipment
* Responsible for customer relationship management at the engineering level
* Represented Voltech and its products and services to customers and institutions through visits, presentations, seminars and fairs
* Co-ordination with several departments within the company
* Participated in the execution of Root Cause Analysis of the customers' application

**SBT Japan Co. Ltd (July 2011 – July 2013) Business Development Officer (July 2012 – July 2013)**

* Managed key accounts, worked with account holders and customers to ensure smooth flow and increase in sales of product and services.
* Assisted purchase of 500 cars monthly by controlling inventory and budget for stock of used cars from auctions in Japan, UK, USA auctions; forecast accuracy averaging 80%
* Analyzed sales data and predicted its future performance, also determined the changing trends of the market and coming up with innovative solutions to boost the sales
* Liaised with senior management to integrate methodologies to gain profit
* Maximized profit and coordinated best practice with the most efficient and effective sales approach by expertly structuring targets
* Performed quarterly SWOT analysis for finding areas to improve and capitalize on company's strengths
* Implemented process improvements and best practices by analyzing historical sales trends, inventory data, upcoming promotions, and the goals of the organization
* Proven track record of delivering consistent performance with gradual growth and being awarded each month with certifications

**Senior Sales Executive (July 2011- July 2012)**

* Established relationships with prospective buyers through prospecting, referrals, internet inquiries, cold calls, emails social media and previous client base to exceed personal and company sales goals.
* Processed incoming customer correspondence and Requests through written and verbal communication.
* Ensured company productivity by cross-selling products and services to customer.
* Troubleshoot and resolve client concerns on daily basis and follow up on booking process by contacting shipping companies and involving in the process of documentation.
* Keep up to date on changing in pricing, negotiated car prices, kept track of quantity and good cars in auctions to request analyst.

**Technical Skills**

ERP | CRM | MS Word | MS Excel (Pivot Tables, Lookups, Macros) | MS PowerPoint | Basic Concepts of C, C+
Photoshop | HTML

**Personal Attributes**

Creative |Innovative| Assertive |Committed |Adaptable| Excellent English Verbal and Written Communication Skills

|Excellent Interpersonal Skills | Complex Problem Solver| Full of Integrity | Proactive |Inquisitiveness and Learning

ability |Self-starter| Self-Motivated |Excellent Attention to detail | Well Organized |Positive Approach | Able to work long hours | Polite.

**Education**

 **KARACHI UNIVERSITY ----- 2014- ---** Bachelors in Commerce --- B.Com

 **COMMERCE GOVT. COLLEGE ----- 2009 ---** Intermediate --- Pre Commerce

 **LITTLE FOLKS GRAMMAR SCHOOL ----- 2006 ---** Matriculation --- Computer Science