**MUHAMMAD FAIZAN RASOOL**

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**Career Objective**

A highly engaged and positive team player with a strong customer focus and the motivation to deliver exceptional sales results.

**Key Skills**

* Sales Management
* Product communication
* Sales of building materials
* Highly motivated and target driven.
* Ability to create and deliver presentations tailored to the audience needs.
* Able to understand customer’s needs.
* Able to acquire technical product knowledge and combine them into a solution
* Documentation
* Strong organizational and time management skills.
* Ability to search and generate new leads when needed.
* Seek for continuous improvement ideas.
* Working in diverse environments.
* Communicating and presenting data effectively.
* Excellent selling, communication and negotiation skills.
* Using the computer and its application.
* Good at Ms office
* Resolving problems in an efficient manner.
* Managing stressful situations and projects.
* Able to work independently and a good team player.

**Work Experience**

**Sales Executive** (November 2016 – October 2018)

**Responsibilities:**

* Present, promote and sell products using solid arguments to existing and prospective customers.
* Plan and divide geographic area in order to cover it within an agreed timetable.
* Sales of billets, Reinforcement steel bars of quality Gr.60, Gr.40 of different sizes.
* Identify new markets and business opportunities by determining prospective clients and evaluating their position in the market.
* Research and analyzing the different sales options/suggestions to be given to the client.
* Manage & maintain relations with customers, channel partners & colleagues.
* Participate in face to face meetings and introduce company services.
* To ensure that the response to any business request is auctioned within 24 hours.
* Identify product improvement.
* Collecting information on various tenders in the market and provide to senior sale manager in order to decide on next steps.
* Handle complaints and pass it on to Senior Sales Manager.
* Update client information in company database.
* Prepare reports by collecting, analyzing and summarizing information.
* Monitor and develop daily/weekly reports
* Maintain quality service by establishing and enforcing organization standard.
* Work closely within the Sales and Presales team as well as other company’s divisions to deliver a complete solution for the client.
* Identify business opportunities, business prospectus and evaluation their position in industry.
* Attending trade exhibitions, conferences and meetings.

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**Sales Executive** ( August 2012 to November 2016)

New Shalimar Steel Industries (Pvt) Ltd.

Lahore, Pakistan

**Responsibilities:**

* Handling the sales & marketing function activities.
* Sales of Billets, Round bars, square bars, Angles, channels and H-beams, I beams.
* Meeting the sales targets.
* Ensure customer satisfaction.
* Focusing on collecting information regarding competitors activities and new trends in the market
* Provide support, information, and guidance to existing and prospective customers
* Responsible for planning forecasting and implementation of sales plane.
* Achieve the sales target by using advanced sales techniques and product knowledge.
* Attending meetings with potential customers and closing sales.
* Prepare and perform product demos and company presentations
* Building a sales pipeline to ensure a constant stream of sales.
* Document sale by creating or updating customer profile record.
* Complete daily sales, weekly and monthly reports.
* Monitoring competitor activity and competitors' products.
* Understanding of Production process.
* Maintain professional and technical knowledge by reviewing professional publications related to the industry, new products, latest market trends and competitors’ position in the market.
* Marketing activities through providing brochures to companies, exhibitions

**Academics**

| **Qualification** | **Institution** |
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| **B.Sc. Metallurgical & Materials Engineering** | **University of Engineering and Technology, Lahore** |

**Languages**

* English – Full Professional Proficiency
* Urdu – Native / Bilingual
* Punjabi – Native / Bilingual