**Gulfjobseeker.com CV No:** **1305048**

**Mobile +**971505905010 / +971504753686

To get contact details of this candidates

Submit request through Feedback Link

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**PERSONAL DATA**

Marital Status: Single

Date of Birth: March 19, 1988

Nationality: Pakistani

Sex: Male

**CAREER OBJECTIVE**

Having an experience in both sales and marketing operations I want to be a part of a thriving organization and infusing my learning and knowledge therein so as to fine tune my inept abilities and to prove my existence while working for the betterment of the organization with unwavering dedication.

**PROFESSIONAL EXPERIENCE**

August 16th 2014 - **Sales Executive**

 **Jewel Corner by Rosy Blue L .L .C, UAE Dubai**

 **Responsibilities**

* Sharing information within the sales team members in order to improve and identify the most appropriate services against the competitors.
* Maintain all types of customers within a specific geographic territory through building lasting relationships and enhancing customer satisfaction through telephone contact or face-to-face.
* Provide good customer service while attending to sales enquiries.
* Ensure the availability of all the stock by stock counting and communicating with the office.
* Displays and demonstrates products, using catalogs and promotional offers by the office and emphasize features and benefits to the customer.
* Gather market and customer information and provide feedback on buying trends to the office.
* Negotiate the terms of an agreement and close sales.
* Record sales and send copies to the office.
* Try to know the customer need/requirement and try to solve the challenge during sales.
* Focus on repeat customer and recommendations by making customers believe in company’s products.
* Try to achieve targets and manage customer relationship on ongoing basis.

Jan 2011 – October 2012  **Coordination Officer Marketing**

 **COMSATS Institute of Information and technology, Pakistan**

 **Responsibilities**

* Addressed and resolved customer queries as customer representative
* Developed and maintained positive relationships with clients through excellent customer service.
* Addressed client inquiries and ensured their needs are consistently met.
* While working in office planed meetings, made presentations, proposals and research documents.
* Designed and implemented marketing campaigns
* Organized travels and received guests
* Developed feedback or complaints procedures for customers to use.
* Learned about your organization’s products or services and keeping up to date with changes.
* Attended expos, developed PR Ship and managed departmental communication.
* Kept management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
* Implemented ERP named SFS (student facilitation system) which is still running effectively.
* Attended Official delegations from the United Kingdom (Lancaster University)
* Attended Expos and market the campaigns aggressively for proper implementation of desired marketing plan.
* Contributes to team effort by accomplishing related results as needed.
* Organized events and worked for promotional activities.

July 2009 – August 2009 **Intern at MCB Bank LTD Lahore, Pakistan**

 **Responsibilities**

* Customer services
* Queries attended
* Accounts Opening

**EDUCATION**

2012 - 2014 **Masters Management in International Marketing** PFUR (Peoples Friendship University Russia) Moscow

**Core Courses:** International marketing, Managerial Economics, Strategic Management, Consumer Behavior, Financial Analysis, Global Business Management, Societal Marketing and Corporate marketing,

2006 - 2010 **Bachelors** in **Business Administration (BBA)**

 COMSATS Institute of Information Technology, Pakistan

**Core Courses:** Sales force management, Strategic Management, Event Management, International Marketing, Branding and principles of marketing

**CERTIFICATES AND TRAININGS**

Education Career Education distinction certificates/Scholarships

Professional Appreciation Letters from the Management

**PERSONAL SKILLS**

Other Languages(s) Arabic

|  |  |  |  |
| --- | --- | --- | --- |
| **English** | UNDERSTANDING | SPEAKING | WRITING |
| Listening | Reading | Spoken interaction | Spoken production | Proficient |
|  | Proficient | Proficient | Proficient | Proficient | Proficient |

**COMMUNICATIONSKILLS**

Competitive and Professional communication skills developed through:

* + - * Multi-Cultural professional and educational experience
			* Reporting, coordination and critical Presentations over the client

**ORGANIZATIONAL AND other MANAGERIAL SKILLS**

* Leadership (Urge to lead through innovation proven in academic and professional career)
* Learning (Urge to participate in sports, events, competitions of all natures)
* Diversity and professionalism (Learned through diverse cultures, languages, follower of corporate social responsibility)
* Leadership, Excellent communication skills, problem solving, Team work, excellent interpersonal skills working in multicultural teams both as team member and leader, ability to work in stressful situations, excellent decision maker, multi- tasking.

**Projects**

**Final Dissertation** Development of Internet Marketing programme for Eldorado consumer electronics Russia

**Articles**: The social media as adaptation strategy for online consumer electronics market in Russia.

Impact of social media upon performance of MNCs

Strategic analysis of Kellogs brands strategy