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 **I have been working towards the goal of becoming a part of the management of a dynamic organization. In keeping with this ambition, I believe exceptional inter-personal skills are the primary pre-requisite for success in a managerial designation. I possess great fluency and command of language and its structure, which add finesse to the unique portfolio of attributes I have to offer. Moreover, I am highly well versed in communicating within and outside the organization. Holding a degree of PGD Post Graduate Diploma in Computer Science. Which is totally irrelevant of my profession but business is the only thing which encouraged me to excel in my primary field of training, but also to venture into other diverse avenues.**

**After receiving very sophisticated academic and experience training and presenting work of impeccable quality in a professional capacity, I look forward to creative challenges in the workplace that drive me to achieve and adhere to even higher standards of excellence.**

**Sincerely,**

**Date of Birth:** 23 Mar *1988*

**Nationality:**  Pakistani

**Marital status:** Single

 **Franchise Sales Executive**

Working in conspicuous Telecom Company i.e. du (EITC) as a franchise sales executive. Consumer and consumer Mobile as well billing and Home services. Dealing with highly profile business people. Working on CRM and BSCS having full decree. Serve myself as junior team leader and make them learn everything by quick means.

 **Profile**

**Dynamic and successful sales executive** with extensive experience in Start-Up Ventures, Business Turnarounds and New Product Launches utilizing strong leadership and excellent communication skills. Expert at building positive relationships with customers and employees. Skilled at mentoring salespeople (staff development) to achieve success.

**Sales marketing experience** two years experience in Domestic and International Sales Environments using strong skills in Marketing Strategy Development & Implementation, Strategic Planning, New Market Development and Key Account Management.

**Computer software experience** All Microsoft offices software (word, excel, power point and access) CRM and BSCS telecom software.

 **Areas of Expertise:**

|  |  |
| --- | --- |
| Driving Strategic Growth | Product Branding |
| Motivating/Managing Sales Team | Maintaining Existing Accounts |
| Increasing Sales Revenues | Negotiating Price/Terms |
| Key Account Management | Competitive Market Analysis |
| New Product Development | Sales Presentations |
| Research | New Market Development |
| Tradeshow Exhibitions | Website Management |
| Problem Solving | New Product Launches |

 **Selected Accomplishments:**

Customor Relations Manager **(CRM)** (**Telenor Pakistan): (Oct: 2010)**

Directed in particular region and given the responsibilities of opening new towns. Meetings with marketing managers and same category sales people. Focusing full time on my targets and pay full time attention on my job.

**Assistant Accountant:** **(Jan: 2009)**

I was worked as a assistant accountant at Danial Fabrics( Lahore Pakistan)

**Admin In charge + Accountant:**

I have been working as an accountant at Marriam Girls College 2011 to 2013. I have shouldered many extra responsibilities other than administration **(Apr: 2012)**

**Franchise sales executive:** **du (EITC)**  **(Aug: 2012)**

Selected as franchise sales executive in a distinguish telecom company of Emirates. Complete the two phases of training consumer base line consumer, Achieve the monthly targets in all phases. Provide a very good job and become expertise in my job.

**Customer, people & performance focus:**

Listens to customer and company needs, then, by working across functions, delivers results that meet or exceed expectations. Highly intuitive people skills enabling the maximization of individual performance. Solving problematic account for customer satisfaction, Triggering skipped suspended or deactivate accounts for repossession, to monitor, control and implements strategies and follow manger’s policies to augment the sale. Ensuring discipline and punctuality of the team.

  **Professional Experience**

**Sales officer, team leader, area manager & sales executive** The time when start professional career seems very incredible. But the way through which I lead myself made all the paths of success very easy for me. Moved in UAE and start my career though as a franchise sales executive because of not having the experience of UAE. But still I have oath on professional chronicles and all my attributes that I shall move towards the success and will get the same and more than the previous placement. During all professional careers always concentrate to follow the senior levels units and keep awaking the learning processes.

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 **Education Career**

**Post Graduate Diploma (PGD) in Computer Sciences**

Government degree college Borewala Pakistan. (2013)

**Masters in Economics Continue: (2013)**

Bahauddin Zakriya University Multan Pakistan

**Bachelor in Arts (Economisc+Islamic Studies): (2009)**

Bahauddin Zakriya University Multan Pakistan.

**Intermediate (Economisc+Islamic Studies): (2007)**

Government degree college Borewala Pakistan.

**Spoken Language courses: (2009)**

The Marriam Girls College Burewala Pakistan.

**Matriculation: (2004)**

Government M.C.Model high school Borewala Pakistan.

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