Ateequr

Sales Executive & Business Developer

Motivated and confident Sales Executive with the ability to excel sales targets and make a real difference in the organisation’s revenue generation. I have expert knowledge of the selling process and I fully recognise the human and emotional aspects of buying and selling. I possess strong social skills that enable me to be a strong relationship builder with clients, colleagues and third-party stakeholders.

Ateequr-393914@2freemail.com  Dubai, United Arab Emirates

**SKILLS**



Organization Point of Sale Systems Customer service skills Communication Problem-solving Time management



Product knowledge Business development and planning Business networking Vendor management

**TECHNICAL SKILLS**

**Software** Good in computer skills, MS Oﬃce,excel

PowerPoint,outlook and all operating

systems

**HONOR AWARDS**

Best employee of the month awarded Many Times.

*Modern Food Co.*

**WORK EXPERIENCE**

**Team Leader**

*12/2017 – 02/2019* *Riyadh, Saudi Arabia*

*E-Commerce*

*Achievements/Tasks*

Documented counts and sorted finished work to promote easy access for shipping or additional processing.



Established open and professional relationships with team members which helped resolve issues and conflicts quickly.



Handled high-volume paperwork and collaborated with First Mile department to resolve invoicing and shipping problems.



Optimized customer support by establishing collaborative service environment.



Generated all documentation and information required for customer shipments.



Experienced customer service professional capable of coordinating shipments, coordinating dispatches and managing customer needs.



Meticulous, resilient and flexible in handling diverse issues. Knowledgeable about First Mile operation regulations and standards.

**Sales Executive**

*01/2013 – 10/2017* *Riyadh, Saudi Arabia*

*Deal in Food Items.*

*Achievements/Tasks*



Boosted brand awareness, implemented promotional campaigns and employed sales tactics for Products.



Monitored weekly sales to write reports for senior leadership and streamline operational processes.



Maintained routine communication with clients to assess overall satisfaction, resolve complaints and promote new offerings.



Created and executed reorganization plan, training and development programs and implemented process improvements.



Implemented marketing strategies and techniques, increasing revenue and customer satisfaction



Reached out to customers after completed sales to evaluate satisfaction and determine immediate service requirements.



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**WORK EXPERIENCE**

**Sales Executive**

*10/2010 – 11/2012* *Lucknow, India*

*Pharma Industries*

*Achievements/Tasks*

Performed as a link between pharmaceutical company and doctors, pharmacists and hospital teams – Was constantly present at medical presentations to ensure thorough knowledge regarding latest medical products on the healthcare market.

Specialized in hands-on experience in scores of medicine and addressed medical professionals’ questions convincingly.

Worked independently and as a team to generate professional meetings with health-care professionals in order to sell medicinal products.

**Sales Executive**

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| --- | --- | --- |
| *03/2007 – 09/2010* | *Lucknow, India* |  |
| *Pharma Industries.* |  |  |
| *Achievements/Tasks* |  |  |
|  | Generating leads and referrals, overcoming objections, and closing sales. |  |  |
|  |  |  |

Interacting with different physician specialties and personality types effective communicator possessing excellent presentation & soft skills with honed marketing management, logical and problem-solving abilities



Recognized for successfully meet targets, proficiently formulating and implementing budgets, building high-performing teams and nurturing fruitful relationships with customers.



**EDUCATION**

**Bachelor of Commerce**

Lucknow University

*2004*

**LANGUAGES**

English  Arabic



Hindi  Urdu



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