

Shahzaib

+971-55166235-5 · Shahzaibb369@gmail.com
Al Barsha 1 - Dubai, United Arab Emirates



SENIOR SALES MANAGER

Highly motivated Sales Manager with 5 years of experience leading successful sales teams and implementing innovative strategies that resulted in a 25% increase in market share and a 20% increase in profitability. Skilled in analyzing competitor activities, developing counter-strategies, and establishing strong relationships with key customers to increase retention and satisfaction. Proven track record in managing budgets, creating incentive programs, and delivering exceptional sales training programs to drive revenue growth and team productivity..

KEY COMPETENCIES

- Sales team leader-ship and motivation.
- Develop and manage sales budgets.
- Sales Optimization
- Sales strategy and Development
- Customer relationship Management
- Business Development
- Strong interpersonal skills
- Proactive and self-motivated
- Exceptional organisational skills

PROFESSIONAL EXPERIENCE

PWG IMMIGRATION CONSULTANT - DUBAI | UNITED ARAB EMIRATES SALES MANAGER

May 2023 - July 2024

- Develop and implement sales strategies to increase market share and profitability.
- Monitor and analyze sales performance metrics and trends
- Develop and implement sales training programs
- Lead and motivate sales teams to achieve sales goals
- Develop and manage sales budgets
- Create and manage sales promotions
- Develop and manage sales reporting systems
- Lead and motivated a sales team of 15 to achieve sales goals, resulting in a 30% increase in revenue and a 15% increase in customer satisfaction.

QK DIGITAL MARKETING - DUBAI | UNITED ARAB EMIRATES BUSINESS DEVELOPMENT MANAGER

March 2022 - Feb 2023

- Identify new business opportunities by researching industry and market trends.
- Develop and maintain relationships with potential clients, partners, and other stakeholders.
- Create and present business proposals to prospective clients and negotiate contract terms.
- Collaborate with the marketing team to develop strategies for targeting potential markets.
- Attend conferences, meetings, and industry events to network and promote the company.
- Work closely with the product development team to ensure offerings meet customer needs.
- Coordinate with the finance department to develop pricing strategies and perform cost-benefit analysis.
- Provide feedback and insights to the company's leadership regarding market feedback and competitive intelligence.

AREA SALES EXECUTIVE

- Responsibilities included: sales accountability to achieve sustainable profitable growth for the direct ink profile of graphics, signage and modular display/exhibit solutions.
- Maintain a pipeline of qualified leads at various stages of the sales process.
- Provide exceptional customer services by developing and maintaining strong relationships with prospects and key accounts.
- Gain market and competitor knowledge to plan sales strategy with the direct ink sales team.
- Negotiate the terms of sales agreements, develop contracts and successfully close sales.
- Provide quality sales assistance and ensure timely follow-up; respond to customer inquiries and provide pertinent information utilizing extensive product knowledge.
- Engage in the full range of vehicle sales ensuring a smooth-running, profitable and cost-effective operation.

STYLE TEXTILE PVT LIMITED | PAKISTAN, LAHORE**FEB 2020 - JAN 2021****SALES EXECUTIVE**

- Maintaining and developing a good relationship with customers through personal contact or meetings or via telephone etc.
- Displaying efficiency in gathering market and customer info to enable negotiations regarding variations in prices, delivery and customer specifications to their managers.
- Helping management in forthcoming products and discuss on special promotions.
- Recording sales and order information and report the same to the sales department.
- Providing accurate feedback on future buying trends to their respective employers.
- Managed & assist franchisees and distributors for sales target achievement.
- Managed sale team, for achieving assigned targets of wireline & wireless data products.
- Successfully implemented all promotional activities in line with company policy.

EDUCATION

Bachelor in Computer Science **(BSCS)**
UNIVERSITY OF SARGODHA, PAKISTAN

OCT 2017 - JULY 2021

Intermediate in Computer Science **(ICS)**
PUNJAB GROUP OF COLLEGES, PAKISTAN

JULY 2014 - AUG 2016

LANGUAGES

- ENGLISH **(PROFESSIONAL)**
- URDU **(NATIVE)**