

Imran Zaheer (Sales Executive)

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VISION:

Motivated and accomplished Outside sales representative with more than 8 years of experience, attentive to details with outstanding follow-through. Proficient in building relationships, negotiating deals and successful sales turnout. Detail oriented and innovative self-starter and congenial salesperson. Seeking sales and marketing opportunity to further career and experience.



EMPLOYMENT HISTORY:

Pak Oil Company. Worked as a Outdoor Sales Representative 2 Years

- Develop and execute and/or assist in the development and execution of presentations and product demonstrations.
- Develop and execute effective sales strategies to drive higher value offerings within targeted accounts and to provide increased value to key customers.
- Work with local sales team, owners and managers to develop sales plans.
- Develops and executes proactive Workstation Sales Plans to deliver commercial goals.
- Work closely with marketing and field-based teams to comprehend intent of specific campaigns and provide closed loop follow up of all leads.
- Ensure all sales should be converted into cash as per credit terms.

Revlon Customer Company 3 Years

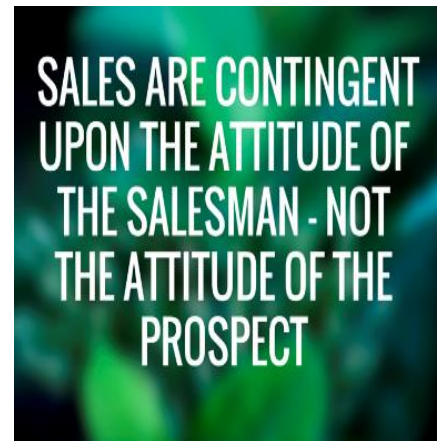
- Worked as an order booker/sales man of the designated area.
- Keeping in contact with existing customers in person and phone.
- Making appointment with and meeting new customers.
- Promoting new producers, sales promotions and any special deals.
- Advising customers about delivery schedules and after sales service.
- Giving feedback on sales trends.

Telenor Pakistan Ltd (Franchise) 3 Years

- Worked as an Area Retail Sales Officer.
- Develop new markets and acquire a bigger customer base in near area.
- Helped and participated the team members in planning of promotional events.

Siemens Pakistan Co. Limited.

- Worked as an Office Assistant cum dispatcher for 1 Year in Diesel Generator Services Department.
- Dispatched Invoices to client and recoveries of outstanding bills.
- Process of dispatch documents to meet the delivery timeline.
- Data Entry and Filling of all dispatch.



EDUCATION:

I.Com from Intermediate Board Karachi.

➤ Matriculation from Sindh Board (Science Group)

➤ **COMPUTER SKILLS:** Ms Office, E-Mail

ACHIEVEMENTS & INTEREST:

- Receiving the salesman of the half yearly Awards in 2009 for PECHS Franchise.
- Love travelling, watching movies and news channels and eager for playing crickets.

PERSONAL SNIPPETS

Date of Birth: 12th February, 1980

Address: House # 619, Sector 1/D, Orangi Town, Karachi.

Languages Known: Urdu (Native), English (Basic)

Nationality: Pakistani

Marital Status: Married

SPECIAL SKILLS

Oral Communication skills. Can do slant.

Time Management & Organization skills.

Motivated & Enthusiastic approach.

Proactive / Physical dexterity.

Team Player.

Current Visa Status:

On Mission Visa.

Visa validity: 31st Mar-20

Stay in Abu Dhabi.

Contact: 050-9964847