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SKILLS SUMMARY

- ● ● ● Sales management
- ● ● ● Crew Management
- ● ● ● MS Office
- ● ● ● Staff Training
- ● ● ● CRM and qb
- ● ● ● Project Management

PERSONAL COMPETENCIES

- Active and Good Listener
- Communication
- Product Knowledge
- Organizational Skill
- Technological
- Self Awareness
- Adoption
- English

ABUBAKAR BALAL

SALES PROFESSIONAL

PERSONAL PROFILE

An enthusiastic young individual with entrepreneurial acumen that has helped me in developing a diversified sales and business management portfolio. With a detailed knowledge of sales management ranging from buyer persona to sale pipeline expanding to the prospecting and NPS, So I have decided to broaden the scope of my career into the field of Sales management.

WORK EXPERIENCE

Sales Manager

Grace Digital, Islamabad | Jan 2020 - Jan2021

- Set sales goals, compare performance to goals, and adjust goals as needed
- Responsible for management of day to day operations ranging from over-viewing sales to inventory and personal management.
- Ensured professional growth of employees through training sessions.
- Deal with customers in after-sale services to manage feedback and complaints.
- Foster a competitive yet collaborative team environment.
- Assess individual performance through observation and measurement, and suggest corrective actions as needed.

Sales Representative

Master Shoes, Mandi Bahauddin | Jan 2019 - Sep2020

- Serves customers by selling products and meeting customer needs.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, and merchandising.
- Emphasize the features of products to highlight how they solve customer problems.
- Collaborate with colleagues in many different sectors. Negotiate prices and terms and prepare sales agreements.

Mega Success Pakistan [Lahore]

CEO Training Program | Nov 2020-Dec 2020

- Attended a 6-weeks in-house training in corporate leadership and business sustainability with multiple workshops on project management and target achievement

EDUCATIONAL HISTORY

B.Sc Mathematic and Physics

University of Punjab | Dec 2015 - Jan2017

F.Sc Pre Engineering

Govt. College Malakwal | 2011 - 2013

Inbound Marketing Methodology

HubSpot | Nov 2021

- Fly Wheel system for business promotion
- Content marketing for branding
- Identification of funnel stage of buyers journey