**Aamir Manzoor**

**About Me**

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 +93117374627

aamir11223@hotmail.com

March 06, 1984

10 Years’ experience

Multan, Pakistan

Linkedin.com/in/Aamir Manzoor

**Marketing and Sales Professional**

Marketing and Sales executive with eight years' experience in brand management, consumer loyalty program development and development of associates. Strength in working with diverse groups to achieve company objective.Excellent communicator, trainer in brand and customer marketing portfolios.

**Professional Qualifications and Affiliations**

* I attend seminar regarding profitability, profit and loss and equity employed in Saudi Arabia.
* I have done Team Building Courses in DP world In Dubai.
* I have done Courses on Business Management Specially in Gross Margin, Pricing and Sales in Dubai.
* I have completed courses on visual Basic and PHP.
* I have Valid UAE driving License.
* I have attend a lot of training in Pakistan on sales .

**Skills**

* IT, budget and report writing skills
* Excellent sales and negotiation skills
* The ability to motivate and lead a team
* Excellent communication and 'people skills'
* Good planning and organizational skills
* The ability to work calmly under pressure.

**Computer Proficiency**

* Word 2010
* Excel 2010
* Power Point 2010

**Languages**

* Urdu
* English

**Work Experience**

March 2014 – Feb 2018
**Regional Sales Manager**
YANABEE MASAFAI LLC.
Riyadh, KSA

*In my Primary responsibilities. Manage retail staff, including cashiers and people working on the floor. Meet financial objectives by preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions. Formulate pricing policies. On priority bases sales achieving motive*

***Key Responsibilities:***

* Keeping in contact with existing customers in person and by phone.
* Making appointments with and meeting new customers.
* Agreeing sales, prices, contracts and payments
* Meeting sales targets
* Promoting new products and any special deals
* Advising customers about delivery schedules and after-sales service
* Recording orders and sending details to the sales office

October 2011 - August 2014
**Sales Assistant**
Transmed.
Dubai, UAE

 *Transmed has a well-established Foodservice operation, and offers a large selection of premium products and ingredients coupled with a customer centric service, making it a major player in supplying a wide range of restaurants and hospitality customers across its markets.*

***Key Responsibilities:***

* *Routine sales call cycle for existing retail listing*
* *Present new product introductions/presentations to retail partners.*
* *Process and follow up on all orders as necessary.*
* *Coordinate demos and trainings as necessary.*
* *New store opening and store reset support for natural food and specialty retailers.*
* *Merchandising and retail support for accounts as directed by the sales manager.*
* *Maintain stores sets/testers/merchandising units/displays/product literature as warranted.*
* *Work with sales manager to conduct broker trainings*
* *Utilize market data (rankings, sales trends, etc.) to improve placement and retail support.*
* *Develop relationships at store, wholesale and manufacturer level.*
* *Support the team with support for trade shows and special events as necessary.*
* *Communicate with sales manager regarding sales issues/objectives.*
* *Communicate with vendor partners a minimum of 15-20 communiqués per week.*

March 2008 June 2010
**Territory Manager**
Martin Dow Pharmaceuticals Company.
Multan, Pakistan

 *Corporate Social Responsibility is one of our core values. We believe in taking care of society to grow business sustainably and make a positive difference.*

***Key Responsibilities:***

* *Arranging appointments with doctors, pharmacists and hospital medical teams.*
* *Making presentations and organizing conferences to doctors, practice staff and nurses in GP surgeries, hospital doctors and pharmacists in the retail sector.*
* *Building and maintaining positive working relationships with medical staff and supporting administrative staff.*
* *Managing budgets (for catering, outside speakers, conferences, hospitality, etc.).*
* *Preparing work schedule and work with area sales teams and future trends.*
* *Monitoring competitor activity and competitors' products.*
* *Maintaining knowledge of new developments in* [*The National Health Service (NHS)*](http://www.nhs.uk)*.*

**Education**

**B.Sc in computer sciences** Graduated, September 2007B.Z.U multan, Pakistan Marks 60%

**F.Sc, Pre engineering** Graduated, July 2003Army Public college Multan Marks 71%
FBISE Board Islamabad Division 1
Multan, Pakistan

**Personal Interests**

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| * Reading books on business managements
 | * Playing Cricket
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| * Hiking
 | * travelling
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| * cooking
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**Personal Details**

**Father’s Name:** *ManzoorHussain* **Marital Status:** *Married***Birthday:** *March 06, 1984* **Nationality:** *Pakistani***Gender:** *Male*  **Religious:** *Islam (Sunni)*

***Declaration***

***I, Aamir Manzoor, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.***

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AamirManzoor Multan, Pakistan***