





# AHMAD ILYAS TEMURY

## PERSONAL INFORMATION

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## About Ahmad ilyas Temury Sales Officer

Ahmad ilyas is a highly motivated and results-oriented sales professional with 10 years of experience in sales field. With a proven track record of success, Ahmad ilyas has consistently exceeded sales targets and developed long-lasting relationships with clients. Ahmad ilyas is skilled in identifying new business opportunities, building rapport with clients, and negotiating deals. Ahmad ilyas has excellent communication skills, both verbal and written, have enabled him to effectively communicate the value of products and services to clients.

Ahmad ilyas is a self-starter who thrives in a fast-paced and dynamic environment. He is always seeking ways to improve his skills and knowledge to better serve clients and stay ahead of industry trends.

His passion for sales, dedication to customer service, and ability to work collaboratively with colleagues make him a valuable asset to any sales team.

Overall, Ahmad ilyas is a highly competent and driven sales person who consistently delivers exceptional results.

## Skills

- Excellent communication skills - the ability to clearly and persuasively articulate the value of a product or service to potential clients.
- Strong relationship-building skills - the ability to establish and maintain long-term relationships with clients, which can lead to repeat business and referrals.
- Results-driven - a focus on achieving and exceeding sales targets.
- Strategic thinking - the ability to identify and pursue new business opportunities, and develop effective sales strategies.
- Adaptability - the ability to adapt to changing market conditions and customer needs.
- Persistence - the ability to overcome objections and close deals.
- Customer-focused - a dedication to providing exceptional customer service and ensuring customer satisfaction.
- Continuous learning - a commitment to ongoing professional development and staying up-to-date with industry trends and best practices.

# WORK EXPERIENCE

## Salam Watandar Radio Station Kabul Afghanistan



### Sales Supervisor

**Sales Supervisor**

**April (2013 - December 2015)**

As a sales person in a radio channel, I am responsible for identifying potential advertisers, developing customized advertising solutions, negotiating rates and contracts, and ensuring the successful execution of the advertising campaign. I work closely with clients to understand their business objectives and develop advertising campaigns that effectively reach their target audience. By leveraging my knowledge of the radio industry and my excellent communication skills, I help clients achieve their marketing goals and generate revenue for the radio channel.

### Responsibility

- Strong understanding of the radio industry - knowledge of the target audience, market trends, and advertising opportunities that are unique to the radio channel.
- Excellent communication skills - the ability to develop and maintain relationships with clients, as well as articulate the benefits of radio advertising to potential clients.
- Results-driven - a focus on achieving and exceeding sales targets.
- Creativity - the ability to develop creative advertising solutions that meet the needs of clients and resonate with the target audience.
- Strategic thinking - the ability to identify and pursue new business opportunities, and develop effective sales strategies.
- Persistence - the ability to overcome objections and close deals.
- Customer-focused - a dedication to providing exceptional customer service and ensuring customer satisfaction.
- Continuous learning - a commitment to ongoing professional development and staying up-to-date with industry trends and best practices in radio advertising.
- Collaborative - the ability to work effectively with colleagues in other departments, such as production and programming, to ensure successful execution of advertising campaigns.
- Analytical - the ability to analyze data and provide insights to clients on the effectiveness of their advertising campaigns.

# WORK EXPERIENCE

## Our Success Academy Kabul Afghanistan

### Marketing Officer

**Marketing Officer**  
**(January 2016 - November 2016)**



As a marketing officer in **our success academy**, I was responsible for promoting the academy's programs, courses, and services to potential students and other stakeholders. I create marketing strategies and campaigns to attract new students and retain existing ones, utilizing a variety of marketing channels such as social media, email marketing, events, and advertising. my goal was to increase the academy's brand awareness, drive enrolment, and ultimately, help students achieve their academic and career goals. To achieve this, I constantly monitor market trends, analyse data, and collaborate with other departments to ensure that the academy's marketing efforts align with its overall objectives.

### Responsibility

- Developing and implementing marketing strategies to promote the academy's programs, courses, and services to potential students and stakeholders.
- Utilizing a range of marketing channels such as social media, email marketing, events, and advertising to drive engagement and enrolment.
- Analysing data from marketing campaigns to make informed decisions about adjusting and optimizing marketing strategies.
- Working closely with other departments, such as admissions, student services, and faculty, to ensure alignment of marketing efforts with overall academy goals.
- Managing marketing budgets, including tracking expenses and ensuring efficient allocation of funds.
- Creating engaging marketing content, including social media posts, email campaigns, and event materials.
- Focusing on driving measurable results, such as increased website traffic, higher enrolment numbers, and improved brand awareness.
- Staying up-to-date with the latest marketing trends, technologies, and best practices in the education industry.
- Communicating effectively with a range of stakeholders, from academy leadership to prospective students and families.
- Managing multiple projects and deadlines simultaneously, while maintaining attention to detail and a high level of quality.

# WORK EXPERIENCE



## Quick Soft consultancy services Kabul Afghanistan

### Sales Officer

#### Sales Officer

(December 2016 - March 2017)

As a sales officer in a Quick soft consultancy services, generating revenue by selling the company's software solutions and services to potential clients. engage with prospective clients to understand their needs, identify opportunities, and propose solutions that meet their requirements. my goal was to drive sales growth, increase market share, and build strong customer relationships. To achieve this, and maintain an in-depth understanding of the company's software solutions and services, as well as the competitive landscape, and leverage my sales skills to articulate the value of the company's offerings to prospective clients. I work closely with the company's marketing and technical teams to develop and execute sales strategies that align with the company's overall business objectives.

### Responsibility

- Generating revenue by selling the company's software solutions and services to potential clients.
- Building strong relationships with clients and understanding their business needs to propose solutions that meet their requirements.
- Possessing in-depth knowledge of the company's software solutions and services, as well as the competitive landscape, to articulate the value of the company's offerings.
- Working closely with the marketing and technical teams to develop and execute sales strategies that align with the company's overall business objectives.
- Identifying new business opportunities and generating leads through proactive networking, referrals, and market research.
- Managing the entire sales cycle, from lead generation to closing deals, and maintaining accurate records of sales activities and opportunities.
- Developing and delivering compelling presentations and proposals to prospective clients.
- Negotiating contract terms and pricing with clients to secure profitable deals for the company.
- Providing excellent customer service and support to clients throughout the sales process and beyond.
- Continuously learning about the latest industry trends, technologies, and best practices to stay competitive and drive sales growth.

# WORK EXPERIENCE

Azizi Bank  
Kabul Afghanistan



## Sales Officer

**Sales Officer**  
(April 2017 - January 2019)

As a sales officer in Azizi bank, My primary role was to generate revenue by identifying and selling financial products and services to customers. This involves building relationships with potential and existing customers, understanding their financial needs, and presenting them with suitable solutions.

My responsibilities may include meeting sales targets, maintaining a database of potential customers, conducting market research, collaborating with other departments, and keeping up-to-date with industry trends.

I had a excellent communication and interpersonal skills, and proficient in financial concepts and products, and I was able to work well under pressure. Additionally, I must adhere to the ethical and legal standards of the banking industry and maintain confidentiality of customer information.

## Responsibility

- Building strong relationships: Building strong relationships with customers is crucial to understand their financial needs and offer them suitable products and services.
- Understanding financial products and services: As a sales officer, you should have a thorough understanding of the financial products and services offered by the bank, including their features, benefits, and pricing.
- Meeting sales targets: Sales officers are often given sales targets to meet, so it's important to be goal-oriented and motivated to achieve those targets.
- Maintaining high ethical standards: As a representative of the bank, you must adhere to high ethical standards and maintain confidentiality of customer information.
- Excellent communication and interpersonal skills: Strong communication and interpersonal skills are essential to communicate effectively with customers and colleagues.
- Keeping up-to-date with industry trends: To stay relevant in the industry, it's important to keep up-to-date with industry trends and changes in financial regulations.
- Team-oriented approach: Sales officers often work as part of a team, so it's important to have a collaborative approach and work well with others to achieve shared goals.
- Attention to detail: Attention to detail is important when dealing with financial products and services, as even small mistakes can have significant consequences.

# WORK EXPERIENCE

## Saudi Industrial Detergent Company Sharjah Dubai

### Sales Officer

**Sales Officer**  
**(March 2019 - November 2020)**



As a sales officer in an Saudi industrial detergent company, My primary responsibility was to identify potential customers and promote the company's products and services to them. This involves understanding the specific needs and requirements of industrial customers, such as Restaurant, Laundry and retail shops, and recommending suitable products and solutions.

My day-to-day activities include cold-calling potential customers, setting up appointments, presenting product demos, negotiating terms and conditions, and closing sales. Additionally, I was responsible for maintaining relationships with existing customers, identifying cross-selling and up-selling opportunities, and keeping up-to-date with industry trends and market competition.

I was succeed in this role, I had a excellent communication and interpersonal skills, and knowledgeable about industrial detergents and cleaning solutions, and I was able to work well in a team-oriented environment. I should also be able to work under pressure, meet sales targets, and maintain high ethical standards.

### Responsibility

- Understanding the needs and requirements of industrial customers, such as Restaurant, Laundry and retail shops, to recommend suitable products and solutions.
- Knowledge of industrial detergents: As a sales officer, I had a thorough understanding of industrial detergents and cleaning solutions offered by the Saudi industrial detergent company, including their features, benefits, and pricing.
- Meeting sales targets, and I was goal-oriented and motivated to achieve those targets.
- Maintaining high ethical standards: As a representative of the Saudi industrial detergent company, I must adhere to high ethical standards and maintain confidentiality of customer information and the Company.
- Excellent communication and interpersonal skills: Strong communication and interpersonal skills are essential to communicate effectively with customers and colleagues.
- Keeping up-to-date with industry trends: To stay relevant in the industry, it's important to keep up-to-date with industry trends and changes in cleaning regulations.

# CEO AND FOUNDER



## HOST DONER RESTAURANT Dubai U.A.E.

### CEO and FOUNDER (December 2020 - October 2022)

For the past 8 years, I have been able to consistently exceed sales targets and develop strong relationships with clients.

However, I always had a passion for the culinary arts and decided to follow my dream by opening my own restaurant.

After successfully operating the restaurant for two years, I unfortunately had to make the difficult decision to sell due to unforeseen financial issues in my home country. Although it was a tough decision,

I am proud of what I accomplished and learned during my time as an entrepreneur.



## PERSONALITY

- **Positive Mindset:** Having a positive attitude and outlook can make a big difference in sales success. Staying optimistic, focused, and motivated, even when faced with challenges, can help you overcome obstacles and achieve your goals.
- **Empathy:** Being able to put myself in customers' shoes and understand their needs and pain points is critical to building strong relationships and making meaningful connections.
- **Active Listening:** Taking the time to actively listen to customers and prospects, asking insightful questions, and responding thoughtfully can help build rapport, understand their needs, and offer tailored solutions.
- **Resilience:** Sales can be a tough and competitive field, but having the ability to bounce back from setbacks, learn from mistakes, and keep pushing forward is essential to success.
- **Adaptability:** Being able to adapt to changing market conditions, customer needs, and new technologies is key to staying relevant and competitive in sales.
- **Honesty and Integrity:** Maintaining honesty and integrity in all aspects of my work, including pricing, product information, and promises made to customers, is crucial to building trust and credibility.
- **Passion:** Having a genuine passion for the products or services I can sell and help you convey enthusiasm and excitement to customers, making them more likely to buy from me.
- **Accountability:** Taking responsibility for my actions, following through on commitments, and holding myself accountable for meeting sales goals and objectives can help me build credibility and earn the trust of customers and colleagues.

## AREAS OF EXPERTIES

- **Relationship Building:** Establishing strong and long-lasting relationships with customers, prospects, and colleagues to develop trust and loyalty.
- **Communication:** Effective communication skills, both verbal and written, to convey messages, articulate value propositions, and address customer concerns.
- **Product Knowledge:** Deep understanding of the products or services being sold, as well as the competitive landscape, to provide informed recommendations to customers.
- **Negotiation:** Ability to negotiate terms, pricing, and contracts with customers and other stakeholders while maintaining positive relationships.
- **Lead Generation:** Proven track record of identifying and pursuing new leads, qualifying opportunities, and generating revenue.
- **Sales Strategy Development:** Creating and implementing successful sales strategies that align with business objectives and drive revenue growth.
- **Sales Analytics:** Utilizing data and metrics to evaluate sales performance, identify areas of improvement, and optimize sales processes.
- **Customer Service:** Providing exceptional customer service and support throughout the sales process and after the sale is completed to maintain customer satisfaction and retention.
- **Time Management:** Effectively managing time and resources to balance competing priorities, meet deadlines, and exceed sales targets.



## HOBBIES AND INTERESTS

- Reading
- Traveling
- Exercise and fitness
- Creative pursuits
- Philanthropy
- Learning new skills
- Networking
- Outdoor activities
- Meditation and mindfulness

## EDUCATION HISTORY

Completed high school education and graduated in 2014.  
Graduated from Kabul University's **Chemistry faculty**, in 2015

## REFERENCE

References available upon request.