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Objective

As an experienced sales person i would like to join an organization offering opportunities for experience, and seeking a position, which will allow for professional growth.

Experience

- **Ideas by Gul Ahmed** January, 2020 - June, 2023
Shift Manager
 - Achieving company assigned targets on KPI's (UPT, ATV, ASP and Conversion). Also monthly store assigned targets.
 - Managing stock levels and making key decisions about stock control and ordering.
 - Using Microsoft Excel and AX POS to gain expertise in daily assigned tasks. Used Power BI to drive reports and stock demands from warehouse.
 - Maintaining market awareness and performing competitor analysis, and introducing new and innovative business processes to maintain a competitive advantage.
 - Providing best overall service to customers regarding their demands and needs. Spending maximum time on floor.
 - Be involved in the acquisition, interviewing and hiring sales staff.
 - Motivating and engaging staff with daily sessions and meetings regarding targets and company policies.
 - Drive cross functional alignment with Marketing, Finance, Maintenance, Security and other departments to achieve best possible store operational tasks.
 - Ensuring the company loyalty program is intact and VM elements highlight the merchandise throughout the store to create customer awareness.
 - Create and maintain schedule to ensure full coverage of the shop floor and maintain grooming standard
- **Interwood Mobil LTD** August, 2016 - December, 2019
Sr. Business Development Executive (Corporate)
 - Proactively reach out to clients through various channels including phone, email, social media and face to face meetings.
 - Generate leads both B2B & B2C segments from all over the assigned region and convert leads into opportunities and drive them to confirm business.
 - Updating the client data and acquiring reports by using SAP and MS Excel.
 - Giving complete office furniture solutions to the clients.
 - Regularly follow up on customers and proactively work towards re-establishing business with them.
 - Collaborate with the internal team to ensure timely and successful delivery of products/services to clients.
 - Attending and participating in meetings, workshops, events and exhibitions.
- **Mantra Events** January, 2014 - July, 2016
Event Manager (Freelance)
 - Managing events queries with the help of Event Manager.
 - Dealing with vendors and making sure the availability of required products on time.
 - Meeting with the clients and making plans with them according to requirements
- **Standard Chartered Bank Ltd** February, 2012 - October, 2013
Direct Sales Representative (Credit Card, Personal Investment)
 - Bringing in deposit to the bank. With achieving the monthly target.
 - Meeting the customers and provide them complete information about the products and services of the bank.
 - Maintaining relationship with existing customers and cross sell credit cards. Also bringing new to bank.
 - Responsible for reaching out to clients and expand the customer base of the bank.
 - Bringing the consistent deposit and number of accounts every month.
 - Selling credit cards and personal loans along with personal finance.
 - Meeting the clients via personal visit or reference and convincing them to make business with the bank by offering them different products.

Education

- **Punjab College of commerce** 2010
Bachelors in commerce
- **Punjab College of commerce** 2008
Intermediate in commerce
- **Board of intermediate & secondary education** 2006
Matriculation (science)

Skills

- Power BI (Used to fetch reports on daily basis staff wise, branch wise, nation wise, region wise etc)
- SAP (Opportunity Module)
- MS Office. (Proficiency in MS Excel)
- Point Of Sale (POS retail management)
- Expertise in communication skills.

Achievements & Awards

- Participating in expo's arranged by Interwood all over Pakistan.
- Voted best performer for the month of February, March & April with Samba sales team.
- Held a perfect attendance record with all organizations.
- Multiple trainings on retail management
- Consecutive performance at store level for number of months.

Reference

- Can be provided if asked. -