



AZMATULLAH MEMON

Own Marketing Company (Real Estate)

SUMMARY

My career objective as a Sales Manager in Marketing is to develop and implement effective sales strategies that maximize customer acquisition and retention, increase market share and revenue, and contribute to the overall success and growth of the company. I also strive to develop and nurture customer relationships, provide exceptional customer service, and ensure customer satisfaction. I am confident that my extensive experience in sales, communication, and customer service, coupled with my strong leadership and problem-solving skills, will enable me to exceed expectations in this role.

CONTACT

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Near Alamdar Chowk, Qasimabad
Hyderabad, Pakistan

BIO-DATA

Father's Name: Muhammad Usman

D.O. Birth: 23rd Nov, 1985

CNIC#: 41308-8530334-5

Domicile: T. M Khan.

Nationality: Pakistani

Marital Status: Married

EDUCATION

MBA (Marketing) IMSA Hyderabad, Affiliated with University of Sindh, Jamshoro
2009 to 2011 | 1ST Division / 2.83
University of Sindh Jamshoro

B.A - "Political Science"
2003 to 2005 | 2nd -Division
University of Sindh, Jamshoro Sindh

Intermediate - "Pre-Medical"
2001 to 2003 | 2nd -Division
B.I.S.E Hyderabad

Matriculation - "General Science"
1999 to 2001 | 2nd -Division
B.I.S.E Hyderabad

WORK EXPERIENCE

A&K Marketing [Owner]
Feb, 2023–todate

Job Description

- *Selling Real Estate Projects.*
- *Acquisition of Projects with realistic terms.*
- *Plans and advertising and promotion activities.*
- *Formulate, organize and develop marketing activities*

Jagah Online [Senior Sales Manager]
Aug, 2022– Jan, 2023

Job Description

- *Lead the entire sales cycle*
- *Achieve monthly sales objectives*
- *Effectively communicating, Lanning and directing the hiring and training of new Sales Representatives*
- *Achieve Sales targets of region and delivering on KPIs*
- *Identifying emerging markets to find new sales opportunities*
- *Follow up with clients for deals maturation/healthy relationship management*
- *Follow-up with clients for deals maturation/healthy relationship management*
- *Negotiate and contract*

ACHIEVEMENTS

- Awarded **"Certificate of Appreciation"** for June 2017 at **Zong 4G**.
- Awarded **"Certificate of Appreciation"** for February 2017 at **Zong 4G**.
- Awarded **"Certificate of Appreciation"** for March 2017 at **Zong 4G**.
- Awarded **"Certificate of Appreciation"** for January 2017 at **Zong 4G**.
- Awarded **"Champion of the Month Award"** for May 2015 at **Zong 4G**.
- Awarded **"Customer Service Center Campaign Runners Up"** October 2011 at **Zong 4G**.
- Awarded **"Customer Service Excellence Award"** of the year, for 2010 at **Zong 4G**.
- Awarded **"Quality Customer Service"** of the year, for 2010 from Customer Service Center Hyderabad
- Awarded **"Highest Sales Performer"** in 2009 from Zong Customer Service Center Hyderabad
- Awarded **"Customer Service Excellence Award"** for July 2010 at **Zong 4G**.
- Awarded **"Customer Service Excellence Award"** for May 2009 at **Zong 4G**.
- Awarded **"Outstanding Achievement Award"** of the year, in 2021 by **Zameen.Com**
- Awarded **"Certificate of Achievement for 3rd Highest Revenue"** of the year, in 2021 by **Zameen.Com**
- Awarded **"3rd Highest Revenue"** of the Quarter 2021 by **Zameen.Com**
- Awarded **"Certificate of Achievement"** of Quarter 2022 by **Zameen.Com**.
- Awarded **"Business Development Associate"** of 1 Million Club by **Zameen.com**
- Awarded **"Best Performance during Pandemic"** in year 2020 by **Zameen.com**

WORKSHOPS/TRAININGS

- Attended Customer Services Standard Training in July 2012 by Zong-4G
- Interpersonal Skills, Soft Skills and System Related Training by Zong-4G
- Handset training by Zong-4G
- Development training by Zong-4G
- Product knowledge and up selling training by Zong-4G
- 789 process training by Zong-4G
- Attended Training/Workshop on "Project Management" at JCI (Junior Chamber International)
- Attended one day training on "Better Leader Creates Better Societies" at JCI (Junior Chamber International)

Zameen.com [Project Business Sales Manager (BDM)]

Jan, 2020 to Aug, 2022

Job Description

- Fulfilling the needs of existing clients' business needs; developing/implementing sales strategies.
- Supporting the team in achieving targets by analyzing market, sales and customer-buying trends.
- Direct Sales & dealing with existing accounts.
- Ensuring soft KPIs (calls and meetings) of the team are met, meeting the revenue targets assigned on a monthly/quarterly/annual basis.
- Policies and procedures are adhered to its social platforms
- Follow-up Monthly Sales Targets
- Maintain potential client's data for future sales

Zong-4G [Customer Service Representative]

Feb, 2008 to Jan, 2020

Job Description

- Providing support as Back up CSC Manager Also performing the job as a Finance Officer
- Follow up Monthly Sales Targets & Focus on Quality Sales & Services.
- Handling Complex customer queries.
- Policy and SOP Adherence.
- Team Management.
- Provide detailed and accurate accounts of customer calls.
- Give information to customers about new features introduced.
- To achieve targets as expected and before the deadline.

SKILLS

