



BILAL NAZIR

SALES EXECUTIVE

CONTACT



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Diera, Dubai

Visa Status; Visit Visa

SKILLS

- Team Work
- Time Management
- Leadership
- Verbal & Written Communication

LANGUAGE

- English
- Arabic Basic
- Urdu
- Punjabi
- Hindi

PROFESSIONAL PROFILE

I am a professional sales and marketing executive with 12 years of experience in sales and marketing in the Dubai market and 5 years experience in the domestic market of Pakistan. I am a Creative, sharp-minded person with leadership & coaching skills. I have Strong time-management skills and work ethic. Revenue- and results-driven skills.

WORK EXPERIENCE

Merchandiser

Al Wifaq General Trading LLC, Dubai. UAE

January 2008 - December 2015

I have started my job as merchandiser in CARREFOUR for Casio Watches. I worked as merchandiser in various locations like, Mall of Emirates, Diera City Center, Sharjah City Center, Mirdiff City Center, Shindagha City Center. My main duties were, Stock display, Stock receiving, inventory stock taking,

Sales Executive

Al Wifaq General Trading LLC, Dubai. UAE

January 2015 - June 2020

i got promotion in my company Al Wifaq and started my career as sales executive,

My main responsibilities to target the market and approach my clients.

i arrange meetings with clients and explain our product (Casio Watches)

Taking order and making quotations

Arranging delivery and tracking orders.

I always focused on new client network, growing business opportunities and increasing revenue possibilities.

i focused on building long term relationship with customers and generate referrals from existing clients.

Sales Officer

Warid Telecom Pakistan

June 2006 - November 2007

Identify and target potential customers through market research and prospecting.

Reach out to potential clients through cold calls, emails, and networking.

Conduct product demonstrations and presentations to showcase telecom services and solutions.

Develop and implement effective sales strategies to meet or exceed sales targets.

Create sales plans, set goals, and develop action plans to achieve them.

Analyze market trends and competitor offerings to stay ahead in the industry.

Store Manager
Dollar store, Rawalpindi. Pakistan
August 2020 - July 2023

Schedule employees' shifts and manage their work assignments.

Provide coaching, mentoring, and performance evaluations for team members.

Resolve conflicts and address disciplinary issues as needed.

Ensure that customers receive excellent service and have a positive shopping experience.

Handle customer complaints and concerns, striving for satisfactory resolutions.

Monitor and control inventory levels to optimize stock availability and minimize overstock or shortages.

Track product trends and adjust inventory accordingly.

Conduct regular inventory counts and audits.

Train staff in customer service best practices.

Recruit, hire, and train store staff.

EDUCATION

Higher Secondary School Certificate
SHIBLEE COLLAGE, RAWALPINDI. PAKISTAN

Secondary School Certificate
FG BOYS SCHOOL NO.1 TARIQABAD, RAWALPINDI. PAKISTAN