



# Bilal Waris

Sales & Markeeting

## Contact

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## Skills

Relationship building and management

FHA loan process background

Business development expertise

Cash handling expertise

Sales professional

Marketing

Staff Management

Proficient in MS Office

To seek and maintain full-time position that offers professional challenges utilizing interpersonal skills, excellent time management and problem-solving skills. Organized and dependable candidate successful at managing multiple priorities with a positive attitude. Willingness to take on added responsibilities to meet team goals. Detail-oriented team player with strong organizational skills. Ability to handle multiple projects simultaneously with a high degree of accuracy.

## Work History

2018-01 -  
2023-10

### Branch Manager

*Haier(Star Electronics), Sialkot*

- Maintained friendly and professional customer interactions.
- Enhanced branch production rates by handling staff conflicts, evaluations, hiring, and termination processes and coaching employees on company protocol and payroll operations.
- Created strategies to develop and expand existing customer sales, resulting in increase in annual sales.
- Consulted customers to boost product sales and services.
- Resolved various issues impacting sales management and business operations.
- Boosted sales and customer loyalty through incentive programs.

2014-09 -  
2015-12

### Sales Manager

*Dawlance, Sialkot*

- Closed lucrative sales deals using strong negotiation and persuasion skills.
- Grew sales and boosted profits, applying proactive management strategies and enhancing sales training.
- Established and cultivated solid business relationships with new or existing customers.
- Resolved customer issues quickly to close deals and boost client satisfaction.
- Met with clients, delivering presentations, and educating on product and service features and offerings.
- Maintained relationships with customers and

Project Management

Community Relations

Relationship Management

Team Player

Customer service awareness

Friendly

Sales expertise

Key performance indicators

## Languages

English

Advanced (C1)

Urdu

Advanced (C1)

2009-05 -  
2013-06

- found new ones by identifying needs and offering appropriate services.
- Handled customer relations issues, enabling quick resolution, and client satisfaction.
  - Achieved sales goals and service targets by cultivating and securing new customer relationships.

### Product Manager

*Tecno Instruments PVT LTD, Sialkot*

- Reviewed sales, customer concerns, and new opportunities to drive business strategy at weekly planning sessions.
- Collaborated with sales, marketing, and support teams to launch products on time and within budget.
- Maintained positive vendor relations to build strong partnerships.
- Reduced project downtime with quality product inspections.

2007-06 -  
2008-11

### Store Manager

*Tecno Instruments Pvt Ltd, Sialkot*

- Promoted team collaboration, performance, and efficiency by fostering healthy environments focused on mutual success.
- Coached sales associates in product specifications, sales incentives, and selling techniques, significantly increasing customer satisfaction ratings.
- Maintained proper product levels and inventory controls for merchandise and organized backroom to facilitate effective ordering and stock rotation.
- Managed inventory control, cash control, and store opening and closing procedures.

## Education

### Higher Secondary School : Economics

*Govt Jinnah Islamia College Sialkot - Sialkot*