



Farrukh Mumtaz Bhatti

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Gender: Male **Date of birth**: 14/03/1986 **Nationality**: Pakistani

ABOUT ME

I am experienced and dedicated person carrying 6 interesting years of experience in Sales/Marketing and Customer Services. I consider myself a good team player, possessing leadership qualities which allow me to work independently under any kind of work pressure to meet the requirement and expectations. I would like to be employed where I can use my knowledge and experience to the best of my ability.

WORK EXPERIENCE

[08/2017 – 11/2022]

Field sales executive

GS Packaging, KSA (Al Moayyed Intl. Group)

City: Jeddah

Country: Saudi Arabia

Visiting potential customers of Jeddah, Rabigh, Bahra & Yanbu sector on daily basis for new & existing business, recording sales & order information.

Conduct market research to identify selling possibilities and evaluate customer needs.

Prepare and deliver appropriate presentations on products and services.

Create frequent reviews and reports with sales and financial data.

Coordination with suppliers and transport partners, ensure to deliver shipment on time.

[10/2015 – 02/2016]

Field sales executive

United Sea Shipping LLC

City: Dubai

Country: United Arab Emirates

Working as "Sales Executive" and managing an account portfolio of air and sea customers in Dubai. The assigned geographical area includes major business hubs of UAE.

Making regular, object-oriented visits on daily basis, obtains orders, and establishes new accounts while focusing on existing customers.

Develop strong, ongoing relationships with prospects and customers.

Ensure the availability of stock for sales and demonstrations.

[08/2014 – 04/2015]

Field sales executive

Bollore Logistics, Pakistan (SDV Logistics)

City: Lahore

Country: Pakistan

Actively seek out new sales opportunities through cold calling, networking and social media.

Set up meetings with potential clients and listen to their wishes and concerns.

Participate on behalf of the company in exhibitions or conferences.

Track all sales activities in company CRM system Concerto and keep current by updating account information regularly.

[11/2012 – 01/2014]

Sales and marketing consultant

Nishat Linen, Pakistan

City: Lahore

Country: Pakistan

Managing Nishat Linen's E-store www.nishatlinen.com by uploading new products and promotions.

Resolving after sales issues and maintaining cordial relationships with production department.

Carrying out periodic stock checks & monitoring the flow of goods

EDUCATION AND TRAINING

[01/2009 – 12/2011]

MBA

Pakistan Air Force – KIET, Karachi, Pakistan <https://kiet.edu.pk/>

Address: 721500, Karachi, Pakistan

LANGUAGE SKILLS

Mother tongue(s): Urdu

Other language(s):

English

LISTENING C2 READING C2 WRITING C2

SPOKEN PRODUCTION C2 SPOKEN INTERACTION C2

Arabic

LISTENING B1 READING B2 WRITING A1

SPOKEN PRODUCTION A2 SPOKEN INTERACTION A2

DIGITAL SKILLS

Microsoft Office | Microsoft Word | Google Drive | Social Media | Microsoft Powerpoint | Zoom | Facebook | LinkedIn | Organizational and planning skills | Team-work oriented | Motivated | Good listener and communicator | Decision-making | Strategic Planning | Critical thinking | Written and Verbal skills | Creativity | Excellent writing and verbal communication skills | Teamwork | Reliability | Microsoft Excel

ACHIEVEMENTS

Best Sales Person

1. In my latest position as Sales Executive in GS Packaging, I successfully achieved my sales target of first, second, third and fourth quarter of 2019. Further, I contributed to my company's revenue by 105% of my sales quota in the first quarter of 2020.
2. Working as Sales Executive in SDV logistics, I was the first sales person who started perishables goods shipment from Lahore, Pakistan to Riyadh, Saudi Arabia sector.

CERTIFICATES

CRM.

Working as a sales executive in Bollore logistics, I got the certificate of Customer Relationship Management from International logistics, France.

COMMUNICATION AND INTERPERSONAL SKILLS

Other Skills

1. Pro active.
2. Customer need analysis.
3. Contract negotiation.

DRIVING LICENCE

Motorbikes: A1	26/10/2017 – 10/08/2024
Cars: B	26/10/2017 – 10/08/2024