



MUHAMMAD ZUBAIR
(SALES REPRESENTATIVE)

CONTACT DETAILS

Location:

Deira, Dubai UAE

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Notice Period:

Immediately Available

Visa Status:

Visit Visa

ACADEMIC CREDENTIALS

➤ **Graduation (2021 - 2025)**

Iqra University (BBA) (Paused)

➤ **HSSC (2015 - 2021)**

Govt. Premier College for boys
(Commerce)

➤ **SSC (2012 - 2014)**

Falcon-house Grammar School ((Computer
Science)

PERSONAL DETAILS

Date of Birth:

24-May-1997

Passport Details:

BX5093052 (Valid till Aug 2028)

Gender:

Male

Marital Status:

Single

Nationality:

Pakistani

LANGUAGES

- Urdu (Native)
- English (Fluent)

PROFESSIONAL SUMMARY:

I am a Marketing Executive, Business Developer but currently working as Sales Executive in Software House, because I have curiosity to find new things that are trend of market. There are three responses to a piece of a person .Yes, No and Wow that's why wow is my aim!

CAREER EXPERIENCE;

ABTACH, KARACHI, PAKISTAN

AUG'22 TO SEP'23

Duties & Responsibilities:

- ✓ Identify sales opportunities within the retail sector.
- ✓ Develop and implement strategic sales plans to promote POS solutions.
- ✓ Collaborate with the sales team to achieve or exceed sales targets.
- ✓ Provide expert guidance to clients in selecting the right POS solutions for their businesses.
- ✓ Monitor and report on the effectiveness of sales strategies and efforts.

SAVTECH SOLUTION, KARACHI, PAKISTAN

SEP'21 TO AUG'22

Duties & Responsibilities:

- ✓ Identify and prospect sales opportunities within the telecommunications industry.
- ✓ Develop and implement strategic marketing campaigns to promote telecom products and services.
- ✓ Nurture and maintain strong client relationships to ensure satisfaction and retention.
- ✓ Collaborate with cross-functional teams to align sales and marketing efforts.
- ✓ Conduct market research to understand industry trends and customer needs.

I PLANET BPO, KARACHI, PAKISTAN

OCT'19 TO SEP'21

Duties & Responsibilities:

- ✓ Respond to client inquiries, concerns, and requests in a timely and professional manner.
- ✓ NEGOTIATE AND CLOSE SALES DEALS, ENSURING THEY ARE MUTUALLY BENEFICIAL FOR THE COMPANY AND THE CLIENT.
- ✓ IMPLEMENT CUSTOMER FEEDBACK AND INSIGHTS TO ENHANCE PRODUCTS AND SERVICES.
- ✓ DEVELOP AND MAINTAIN A THOROUGH UNDERSTANDING OF THE TELECOM PRODUCTS AND SERVICES OFFERED BY I PLANET BPO.
- ✓ Provide regular reports and updates to management on sales performance and market insights

ACHIEVEMENTS

- ✓ Team Leadership: Leading a successful sales and marketing team, achieving collective goals, and fostering a collaborative and motivated work environment..
- ✓ Awards and Recognitions: Receiving awards, recognitions, or accolades for outstanding performance or contributions to the telecommunications industry.
- ✓ Exceeding Sales Targets: Achieving and surpassing sales quotas and revenue targets, demonstrating a strong ability to drive sales growth.

CORE COMPETENCES

- ✓ Project Management
- ✓ Time Management
- ✓ Team Lead
- ✓ Multi-Tasking
- ✓ Problem Solving
- ✓ Ability to prioritize works accordingly

SOFT SKILLS

- ✓ Analytical Thinking
- ✓ Customer Relationship Management
- ✓ Resilience
- ✓ Emotional Intelligence

DECLARATION

I Muhammad Zubair hereby declare the details furnished in the resume are true and correct to the best of my knowledge.