



## Sale Executive

# Muhammad Khawar

### Professional summary

I am a highly motivated and results-driven Sales Executive with many years of experience in the industry. Throughout my career, I have consistently exceeded sales targets and received multiple awards for my outstanding performance. I possess excellent communication and negotiation skills, allowing me to build strong relationships with clients and close deals effectively. My strong analytical abilities and strategic thinking have also enabled me to identify new business opportunities and drive growth. I am passionate, goal-oriented, and thrive in a fast-paced environment, making me an ideal candidate for any sales team.

### Experience

#### Sales Executive (B2B)

September 2023 - Now

FLY LIGHT GROUP DU TELECOM / United Arab Emirates

As a Sales Executive at FLY LIGHT GROUP DU TELECOM in the United Arab Emirates, I had the opportunity to work with a dynamic team and contribute to the company's overall success. My role involved building and maintaining relationships with clients, identifying new business opportunities, and achieving sales targets through effective communication and negotiation skills.

- Developed and implemented sales strategies
- Conducted market research to identify potential customers
- Built strong relationships with key clients

#### Sales Executive

January 2023 - August 2023

PAKISTAN TELECOMMUNICATIONS COMPANY /

As a Sales Executive at PAKISTAN TELECOMMUNICATIONS COMPANY, I was responsible for driving sales and building relationships with clients. With my strong communication and negotiation skills, I consistently exceeded sales targets and contributed to the company's overall growth. My strong understanding of the telecommunications industry allowed me to effectively promote and sell services to both new and existing customers.

- Developed and maintained client relationships
- Met and exceeded monthly sales targets
- Conducted market research to identify potential clients
- Negotiated deals and contracts with clients

#### Sales Executive

March 2020 - November 2022

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### Education

#### Bachelor of Science

- 2018

University of Gujrat, Lahore, Pakistan

#### Diploma of CIVIL ENGINEERING

2014 -

Sargodha institute of technology, Sargodha, Pakistan

#### Matric

2009 -

Dar E Arqam, Sargodha, Pakistan

### Skills

Strategic Planning



Leadership



Business Development



Financial Analysis



Decision Making



Project Management



### Hobbies

♦ Reading

♦ Traveling

♦ Sports

### Languages

♦ English ♦ Urdu

## STORM FIBER INTERNET PROVIDER /

As a Sales Executive at STORM FIBER INTERNET PROVIDER, I was responsible for driving sales and revenue growth through building and maintaining strong relationships with clients. I consistently exceeded sales targets by identifying new business opportunities and effectively promoting our products and services. My excellent communication and negotiation skills allowed me to excel in this role.

- Developed and maintained client relationships
  - Exceeded sales targets consistently
  - Identified new business opportunities
  - Promoted products and services effectively
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## Inside Sales Executive

February 2017 - December 2019

NayaTel /

As an Inside Sales Executive at NayaTel, I was responsible for generating leads and converting them into sales through effective communication and persuasive techniques. I worked closely with the sales team to identify potential clients and develop strategies to meet sales targets. With my strong communication skills and knowledge of the telecommunications industry, I consistently exceeded sales goals and contributed to the overall growth of the company.

- Generated leads through cold calling and networking
  - Conducted product demonstrations for potential clients
  - Negotiated contracts and closed sales deals
  - Collaborated with marketing team to develop promotional materials
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## FMCG

July 2016 - January 2017

Coca Cola /

Throughout my time at Coca Cola, I gained valuable experience in the fast-moving consumer goods (FMCG) industry. As a member of the FMCG team, I was responsible for managing various projects and initiatives to promote the company's products and increase sales. I also had the opportunity to work closely with cross-functional teams and develop strong communication and problem-solving skills.

- Developed marketing strategies for new product launches
  - Conducted market research to identify consumer trends
  - Collaborated with sales team to increase distribution channels
  - Implemented promotional campaigns to drive brand awareness
  - Managed budgets and analyzed sales data for product performance
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## FMCG

November 2014 - June 2016

LU /

During my time at LU, I gained valuable experience in the fast-moving consumer goods (FMCG) industry. As an FMCG employee, I was responsible for managing various aspects of the company's products, including production, distribution, and marketing. I also worked closely with cross-functional teams to ensure successful product launches and maintain strong relationships with clients.

- Managed production process
- Oversaw product distribution

- Executed successful marketing campaigns
  - Collaborated with cross-functional teams
  - Maintained client relationships
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## **FMCG**

March 2013 - October 2014

Bisconni /

During my time at Bisconni, a leading FMCG company, I gained valuable experience in the fast-paced and competitive consumer goods industry. As a member of the FMCG team, I was able to contribute to the company's success by utilizing my skills in market analysis and product development.

- Conducted market research for new product launches
- Collaborated with cross-functional teams for product development
- Assisted in creating marketing strategies to increase brand awareness