



GULZAIB SARFRAZ

Marketing/Sales

To work in a challenging organization that greatly enhances my learning skills, allows me to apply my skills and efforts and gives me a sense of achievement with growth opportunities.

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☎ +971554228299

📍 Dubai

📅 01 Feb 1996

🌐 Pakistan

EXPERIENCE

Assistant Manager (Mart)

2020- 2022,
Go petroleum's Mart
(Pakistan)

Worked as a

Cashier, inventory Management, Stocks entry, Audit, Purchasing

Responsibility

- Responsible for overseeing all the activities that play out in the store.
- Meeting sales goals by Training, Motivating, Mentoring and providing Feedback to the store staff.
- Maintain outstanding store condition and visual merchandising standards.
- Deal with all issues that arise from staff or customers like complaint and grievances etc.

Marketing & Sales Executive

Space brand (Mobile Accessories)

2018-2020

- Exceeded personal and corporate sales goals.
- Negotiated all contracts with prospective clients.
- Helped determine pricing schedules for quotes, promotions, and negotiations.
- Prepared weekly and monthly reports.
- Gave sales presentations to a range of prospective clients.
- Coordinated sales efforts with marketing programs.
- Understood and promoted company programs.
- Obtained deposits and balance of payment from clients.
- Prepared and submitted sales contracts for orders.
- Visited clients and potential clients to evaluate needs or promote products and services.
- Maintained client records.
- Answered client questions about credit terms, products, prices, and availability.

Customer Services Representative

UK Based Telesales

2016-2017

Responsibility

- Delivering information about a company's offerings.
- Responded to more than 70 inbound service calls daily, assisting customers with the resolution of various malfunctions.
- Holding the highest ethical standards and maintaining the valued trust of our customers and communities.
- Identifying and offering the customer's services they need and want to succeed financially.
- Setting appointments and confirming appointments with customers.

SKILLS

Team Player

Team Co-ordination

Multi-Tasking

Negotiation & closing

Good Listening Skills

Generating Sales

Stock Managing

Managing Sales team

LANGUAGES

English

Full Professional Proficiency

Punjabi

Native or Bilingual Proficiency

Urdu

Native or Bilingual Proficiency

COURSES

Graphic Designing

Microsoft Office

EDUCATION

Matriculation (Science)

2012 - 2014,
Pakistan

Intermediate of Computer Science (I.C.S)

2014 - 2016,
Pakistan

Bachelor in Business Administration (BBA (Hons) Marketing)

2016 - 2020,
Pakistan

