


ALI AKBAR KHAN

Sales Executive

Address: Dubai, United Arab Emirates
Contact No:  +971 58 300 1711
E-mail: ali.akbarkamario26@gmail.com
Languages: English, Urdu, Hindi, and Sindhi
Nationality: Pakistani
Passport No: SZ4132042
VISA Status: Visit VISA



Summary Statement

Enthusiastic and optimistic sales professional with over two years of experience as a sales executive. Skilled at developing and maintaining client relationships and highly committed to working with a team to achieve quotas. Achieved over seven million PKR in sales each quarter and awarded the rockstar Salesman. Revitalized underperforming sales organizations using best practices. Excels under pressure. I have English, Urdu, Hindi and Sindhi fluency.

AREAS OF EXPERIENCE

- | | |
|----------------------------|-------------------------|
| ✓ Product knowledge | ✓ SAP |
| ✓ Work Ethic | ✓ Team work |
| ✓ Profitable Relationships | ✓ Processes improvement |
| ✓ Facilities management | ✓ Conflict resolution |
| ✓ B2B, B2C, B2G | ✓ Customer Service |
| ✓ Problem Solving | ✓ Goal-Orientation |

WORK EXPERIENCE

- | | |
|--|--|
| Sales Executive
INTERWOOD MOBEL PVT LTD. | (November 2021 to April 2022)
Karachi Sindh, Pakistan |
| Sales Executive
MAGNUS DISTRIBUTION PAKISTAN PVT LTD | (May 2021 to November 2021)
Karachi Sindh, Pakistan |
| Marketing & Sales Executive (Part-Time)
THE TAB IT SOLUTIONS PVT. LTD. | (January 2017 to January 2019)
Larkana Sindh, Pakistan |

EXPERTISE

Sales and Marketing

- Setting sales goals and developing sales strategies.
- Researching prospects and generating leads.
- Contacting potential and existing customers on the phone, by email, and in person.
- Handling customer questions, inquiries, and complaints.
- Preparing and sending quotes and proposals.
- Managing the sales process through specific software programs.
- Building and maintaining a CRM database.
- Meeting daily, weekly, and monthly sales targets.
- Participating in sales team meetings.
- meeting with clients virtually or during sales visits
- demonstrating and presenting products
- establishing new business
- maintaining accurate records
- attending trade exhibitions, conferences and meetings
- reviewing sales performance

- negotiating contracts and packages
- working towards monthly or annual targets.
- Worked to provide optimal browsing and buying experiences for all visitors and customers.
- Encourage all SAP accounts to become references.
- Encourage, Motivate, Support and Manage business partners in the assigned area

ACADEMIC QUALIFICATION

MBA	Master of Business Administration (Completed - September 2022) Iqra University, Karachi Pakistan (3.2/4.00 CGPA)
BBA	Bachelor of Business Administration (Completed - December 2019) University of Sindh, Pakistan (3.67/4.00)

SKILLS & QUALITIES

- ❖ MS Office, research-oriented, quick learner, graphics & multi-tasking
- ❖ Strong communication skills (Oral and Written) and good research skills
- ❖ Hardworking and able to work flexible hours.
- ❖ Excellent Accounting knowledge & can work under tight deadlines.
- ❖ Self-motivated and driven by targets
- ❖ Resilience
- ❖ Strong communication
- ❖ Storytelling
- ❖ The ability to influence and negotiate with others
- ❖ Commercial awareness
- ❖ IT skills
- ❖ Numerical skills.

ACADEMIC ACHIEVEMENTS

- Awarded with Certificate for “**Best Presentation**” for using different kinds of skills (Delivering, Designing & Material) (25, July 2020)
- Awarded with a Certificate of Appreciation for best event organizer of World’s Teacher Day & Earth Day.
- Award for Good Communication Skills & Good Leadership Skills

OTHER COURSES

- **Customer service & sales assistance**
Shaheed Zulfiqar Ali Bhutto Institute of Science & Technology (ZABTECH, Affiliated with GIZ German) Larkana Sindh, Pakistan (December 2019)
- **Diploma in Computer & Business Management**
Shaheed Zulfiqar Ali Bhutto Institute of Science & Technology (ZABTECH) Larkana Sindh, Pakistan (June 2017 to June 2018)
- **Car-Driving**
Shaheed Zulfiqar Ali Bhutto Institute of Science & Technology (ZABTECH) Larkana Sindh, Pakistan.
- **Computer Information & Technology**
Computer World Institute of Information & Technology Larkana Sindh, Pakistan (October 2009 to April 2010)

REFERENCE

Will be furnished on demand.