


ZULFIQAR SOOMRO

SALES REPRESENTATIVE

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EDUCATION

Bachelor of Science

June-2020 | Shah Abdul Latif University,
PAKISTAN

COMPUTER LITERACY

6 Months CIT Course

Jan 2014 - Jun 2014 | Classic Academy
Larkana

- Microsoft Office
- Basic HTML

POS Application

Dec 2016 - Present

- Leveraged POS software to ensure precise sales records, smooth transactions, and effective task management.
- Produced reports, evaluated patterns, and utilized insights to make well-informed decisions.
- Oversaw inventory management and streamlined processes to enhance overall efficiency

ACHIEVEMENTS

- Consistently achieved and exceeded 100% of sales targets since joining EBM Pvt Ltd.
- Attained the highest sales in a single month, surpassing targets by 5% and significantly contributing to company growth.
- Successfully implemented strategies that led to a consistent 5-12% monthly increase in sales at EBM Pvt Ltd.

ABOUT ME

Experienced Sales Representative with 10+ years of hands-on experience in sales, demonstrating exceptional results. Skilled in revenue growth through strategic planning, lead generation, and effective negotiations. Extensive industry experience, valuable insights, and a track record of consistently surpassing targets for exceptional outcomes

WORK EXPERIENCE

Distribution Sales Representative (DSR)

Sep-2016 - JAN 2023 | EBM Pvt Ltd.

- Accurately documenting shopkeepers' orders on the company order sheet.
- Conducting routine visits to shops to ensure product availability and visibility.
- Actively seeking new prospects and nurturing existing relationships to drive company sales growth.
- Maintaining and updating the Point of Sale (POS) material receiving form and file.

Supplier

Feb 2012 - Aug 2016 | EBM Pvt Ltd.

- Efficiently delivering products to shopkeepers, ensuring timely and accurate distribution.
- Maintaining a reliable supply chain by coordinating with manufacturers and ensuring an adequate stock of products for timely fulfillment of shopkeepers' orders.

Administrator

Mar 2011 - Jan 2012 | SF Academy Larkana

- Managed registration process for students, ensuring accurate collection and verification of information.
- Created and maintained class schedules, considering student preferences and resource allocation.
- Oversaw the academy's database, maintaining accurate and up-to-date student records and course information.