

# ABDUL SAMAD

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## PROFESSIONAL PROFILE

'A customer-focused and target-driven Commercial Sales Representative with a wealth of expertise in driving B2B and B2C sales for the advertising and marketing sectors. Extensive history of exceeding and redefining company sales targets.'

With Two years of record-breaking sales performance, I am a dynamic professional adept at securing new clients through pitching, presenting and demonstrating key products. A proven track record of diving into a new sector and effectively learning about company services and product range. Keen to research into the competitor landscape and keep ahead of trends. Constantly exceeds sales targets and KPIs through sourcing new leads and Deeping relationship with existing clients. Technologically astute and keen to maintain accurate reporting with Salesforce.

## CORE SKILLS

- B2B and B2C experience
- Negotiating Contracts & Packages
- Exceeding Sales Targets
- Winning New Business
- Pitching and Presenting
- Industry Networking
- Salesforce Accredited
- Customer Service & Complaints Handling

## CAREER SUMMARY

**A) NESTO MALL AL NAHDA SHARJAH.** (Feb 2023 till to-date)

### *Sales and merchandizer*

- One year experience as Sales Man in Electronic Accessories and handles a store's inventory levels and product displays include submitting warehouse inventory reports, clearing any unwanted products from displays and monitoring the sales performances of products.
- Perform a number of analysis and management tasks to provide the most accurate and relevant information to retailers, manufacturers and others in the supply chain.
- Monitoring sales and identifying any losses or stock wastage
- Working with suppliers and distributors to negotiate prices and order large volumes
- Collaborate with executives, marketers and salespeople to set prices that are good for the market and profit
- Getting to know the customer base and understanding their motivation and sales drivers
- Reviewing customer feedback to predict sales trends and seasonal stock demand
- Briefing staff on stock display and rotation to ensure every space is optimized

- Researching and monitoring industry trends and consumer behavior to anticipate demand and changes in buying patterns
- Making predictions based on sales data, customer feedback and market trends
- Assessing the effectiveness of different product displays and store layouts on sales figures
- Reviewing competitors, including pricing, profit, marketing and other progress

**B) ALIF DESIGN AND ARTWORK IN DUBAI** (Feb 2022 Jan 2023)

***Commercial Sale Representative***

**Outline**

Selling, marketing and managing all products services for Alif Design and Artwork. I source new leads, contact outsource Vendors, strengthen existing relationships and exceed monthly targets for the office-solution provider across UAE.

**Key Responsibilities**

- Securing Large-scale orders of printing products, events arrangements, gifts boxes products, web-site proposal, marketing facilities, for the company
  - Negotiating contracts and packages for offices across UAE.
  - Handling Sales enquiries online, in person and via telephone.
  - Exploring new business avenues and establishing new clients based on research.
  - Exceeding monthly sales targets and deadlines.
  - Organizing sales visits to office environments, carrying out software demonstrations.
  - Implementing a deep knowledge of the full company at external events.
  - Presenting and pitching to potential new clients and networking at industry events.
  - Manage data in spreadsheets and reports
  - Keep records and reports up to date
  - Help maintain the budget plan
  - Organize and schedule meetings and events
  - Supervise other staff and delegate responsibilities
  - Handle technical issues in their area of expertise
  - Carry out clerical duties, including answering phones and preparing documents
- Key Achievements**
- Exceeding sales Targets by 45% consistently for a year-long period.
  - Mentoring 2 junior Sales Executives to achieve a 30% increase in their personal sales.

**C) Envoy Continental Hotel, Islamabad, Pakistan** (Feb 2020 – Jan 2022)

***Front Desk service/ receptionist***

**Outline**

- Manage front desk for a 200-room, full-service 4-star hotel
- Cheerfully greet and assist all guests with check-in and check-out procedures
- Coordinate with housekeeping staff to ensure all rooms are cleaned and ready on time
- Ensure timely transport of guests on shuttle to and from hotel
- Provided guests with information on available rooms, hotel amenities, and local restaurants and attraction

## Key responsibilities

- Conflict Resolution
- Creative Problem-Solving
- Customer Relations & Service
- Reporting & Documentation
- Team Collaboration
- Exceeding sales Targets by 45% consistently for a year-long period.

## EDUCATION

2016-2020 Bachelor's in Physics

Khushal Khan Khattak University, Pakistan

Graduated with 73% Marks

2012-2015 Diploma Associate Engineer in Petroleum

Government Poly Technic Institute

Diploma with 70% Marks

2010-2012 Matriculation in Science

Nobel Cambridge School

SSC with 54% Marks

## RELEVANT SKILLS

- MS OFFICE (Word, excel and outlook)
- Accounting software (QuickBooks)
- Internet (Attachment, Browsing, Mailing etc.)
- Typing speed 40 WPM
- Spreadsheet

## LANGUAGES

Well speaking & writing skill in English, Urdu & Pashto

## PERSONAL CHARACTERISTICS

- Excellent Organization & Management Skills.
- Adjustable to different environments.
- Brilliant communication skills.
- Outstanding individual and team worker.
- Dependable with strong judgment and leadership capabilities

## PERSONAL DATA

➤	Father Name	:	Roydad Khan
➤	Gender	:	Male
➤	Marital	:	Status Single
➤	Date of Birth	:	18-10-1995
➤	Nationality	:	Pakistani
➤	Religion	:	Islam

## HOBBIES

Cricket, Reading, Booking, Searching Internet

## REFERENCE

Available on Request