



# ASHIR AZAM

## *sales representative*

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👤 male 🏠 PF1842601

A suitable position with an organization where I can utilize the best of my skills and abilities that fit to my education, skills and experience. A place where I am encouraged and permitted to be an active participant in order to contribute to the development of the company as well maximizing customers satisfaction.

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### Professional Experience

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2016 – 2017  
pakistan

**salesman, mobile & laptop shop**

- Greet customers.
- Help customers find items in the store.
- Check for stock at other branches or order requested stock for customers.
- Provide customers with information about items.
- Ring up purchases.

2018 – 2020  
lahore, pakistan

**Sales representative, Oppo Mobile Telecommunications Corp Ltd.**

- Maintain working relationships with existing clients to ensure that they receive exceptional service and to identify potential new sales opportunities
  - Identify prospects, set appointments, make effective qualifying sales calls, and manage sales cycle to close new business in all service categories
  - Possess in-depth product knowledge and be able to conduct demos and handle objections
- Prepare concise and accurate reports, proposals, booking packages, and other required documentation for executive-level presentations
- Achieve sales goals by assessing current client needs and following a defined selling process with potential buyers, often including product demos and presentations
  - Coordinate with other sales representatives to ensure that quotas are being met and company standards are being upheld

2020 – 2022  
pakistan

**sales, Vivo Communication Technology Co. Ltd.**

- 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.

2022 – 2022  
Dubai, UAE

**customer service, chinese company**

- Maintaining a positive, empathetic, and professional attitude toward customers at all times.
- Responding promptly to customer inquiries.
- Communicating with customers through various channels.
- Acknowledging and resolving customer complaints.

2022 – 2024  
dubai, UAE

- asistan supervisor, TYB ( Transform Your Body Lifestyle Coaching )**
- Reporting to the Supervisor or other senior managers as required.
  - Liaising between the Supervisor and other employees.
  - Hiring and training new employees.
  - Developing training materials and conducting training sessions and workshops.

**Education**

- lahore, pakistan      **Graphic designer, brain's college**
- lahore, pakistan      **Higher Secondary School Certificate.**
- lahore, pakistan      **Information technology ( I.T ), pak poli technology institute**
- computer information
  - 3 years diploma

**Skills**

Freindly attitude under pressures • Excellent customer service • Communication and listening skill

Cash effective at Multitasking • Time Management

**Languages**

- english
- urdu
- hindi