

# ASAD ABBAS

DHA Phase V, Karachi  
+03124350733  
asadabbas88@outlook.com

## Experienced Sales Professional

### Work History

#### Assistant Manager

2016-01 - Present

WCM Japan

- Achieves marketing and sales operational objectives by contributing marketing and sales information and recommendations to strategic plans and reviews.
- Implementing production, productivity, quality, and customer-service standards & resolving problems.
- To look after car buying process and to make timely shipping arrangements.
- To train sales agents on cold-calling and associated techniques, and guide them on sales calls to acquaint them with company and industry practices and procedures.
- Successfully address customer complaints and resolve problems
- Shortlisting and interviewing candidates for the position of Sales Executives.
- To implement and draft relevant policies as and when needed.

#### Sales Manager

2014-07 - 2015-12

Car Junction

- Supervise and guide sales team to maximize sales in Kenya Region.
- To assist in buying of car stock from different auctions.
- To handle incoming queries via online chat software.
- Cold-calling.

#### Team Lead

2010-10 - 2014-06

ICM Japan

- Develop relationships across targeted accounts.
- Manage all sales related aspects for allocated accounts.
- Review pricing and service levels.
- Identify new sales and marketing opportunities.
- Assist clients in making correct buying decision.
- Looking after complete process from car buying, documentation, shipment till clearance from the relevant port.

### Education

#### B.Com

2010 - 2012

University of Karachi

### Skills

Problem Solving



Target Oriented



Planning and Organizing



