

Contact

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Top Skills

Business Development
Market Research
Product Development

Languages

Hindi (Full Professional)
Punjabi (Full Professional)
Arabic (Limited Working)

Honors-Awards

Star Champion of the Year Award

Sohail Muhammad

Business Development, Marketing, Customer Services

Summary

I am a self-motivated individual with 5+ years of Experience in the Field of Business Development, Customer Services, Sales and Marketing..

I have an extensive background in the Telecommunication and Banking Industry. I am exceedingly organized with excellent communication and customer-service skills. My attention to detail, positive attitude and ability to adapt gracefully to almost any situation has made me an asset to each team that I have been a part of.

Profile

- Public Speaking, Energetic, positive and self motivated.
- Honesty, Integrity, Morality and Loyalty.
- Equally effective working on self-managed projects or as a team member.
- Recognized as a creative and practical problem-solver.
- Experienced in balancing priorities as short term and long term goals.

Experience

SBT Co. Ltd.

International Business & Marketing Operations

July 2015 - Present

Karachi

Dedicated car sales executive with experience in pre-owned vehicles as well. Extensive knowledge of cars, including diverse range of makes and models. Skilled negotiator who continually transforms leads into customers.

Developing Global Business and International Sales by pursuing new customers in the Asian region, Ensuring excellent customer support through lead generation.-Assist customers in navigating company website and product catalogues and understanding promotional launches.-Working on ERP/Icon/2X and data base for car details and monitoring account of customers.-

Examined and compared products with the consumer perspective in mind to increase sales and expand key client base.-Increasing the Sales of the company by marketing company's products to previously existing Customers.- Trained and supervised fresh hired business executives in the Asian regional sales team. -Answered questions about products, policies and services as well as communicated company policies and procedures to associates-Facilitating Deals and Transaction with International Client

National Paints Factories Co. LTD. UAE

Customer Service Executive

January 2013 - June 2015 (2 years 6 months)

- Manage customer arrivals to maximize relationship building opportunities.
- Improving the overall customer relationship, delivering reliable administrative support and customer service.
- Acknowledging customers promptly and treating them in a courteous manner.
- Finding out what information, products or services the customer requires to meet customer needs, providing clear, accurate and relevant information.
- Maintaining a strong knowledge of products of the company.
- Assist in the analysis of customer trends to enhance sales and service management process and pre-requirements.
- Sales activity planning, including reviewing existing customer files to identify sales opportunities

wi-tribe Pakistan (Qtel Group)

Consumer Sales Executive

January 2011 - December 2012 (2 years)

Karachi

- Listening to customer requirements and presenting appropriately to make a sale.
- Maintaining and developing relationships with existing customers in person and via telephone calls and emails.
- Cold calling to arrange meetings with potential customers to prospect for new business.
- Responding to incoming email and phone enquiries.
- Negotiating the terms of an agreement and closing sales.
- Gathering market and customer information.
- Representing their company at trade exhibitions, events and demonstrations.
- Negotiating on price, costs, delivery and specifications with buyers and managers.
- Challenging any objections with a view to getting the customer to buy;

advising on forthcoming product developments and discussing special promotions.

- Recording sales and order information and sending copies to the sales office, or entering figures into a computer system.
- Reviewing sales performance, aiming to meet or exceed targets.
- Gaining a clear understanding of customers' businesses and requirements;
- Attending team meeting and sharing best practice with colleagues.

Education

Karachi University

Bachelor of Business Administration (B.B.A.), Business Administration and Management, General · (2006 - 2009)