 **Afaq Ahmed**

Flat # B/407, Harmain Royal Residency , Gulshan-e-Iqbal, Block 1, Karachi

Mobile: PK (+92- 345-2769694)

afaq\_2@hotmail.com

**PROFILE:**

Eager to learn new concepts, enthusiastic about my profession, have a presentable personality and great knowledge of Sales and Marketing for different companies laced with excellent communication skills.

**OBJECTIVE:**

An enthusiastic and eager learner, who enjoys challenges and is quick to grasp new ideas and concepts, I am a team player and able to work well on initiative and can demonstrate the high levels of motivation required to meet the tightest of deadlines.

**EXPERIENCE:**

**FALCON INTERNATIONAL JAPAN. Jul 2015- Present**

**Manager Sales & Marketing & Public Relations – Caribbean - West Indies**

Started my career in Falcon international Japan as Manager Marketing & Public Relations Manager.

Few are the major responsibilities.

* Exploring and developing business to enlarge customer portfolio.
* Business development while keeping the company’s Strengths in focus.
* Have good knowledge of setting up new customers. Knows all formalities and have good contacts.
* Offering new ideas and concepts as per current & upcoming trends in the country.
* Developing new Markets and approaching new customers in order to meet company goals.
* Identifies marketing opportunities by classifying consumer requirements; defining market, competitor’s share, and competitor's strengths and weaknesses; forecasting projected business.
* Improves product marketability and profitability by researching, identifying, and capitalizing on market opportunities.
* Report directly to Managing Director.
* Coordinate directly with buyers.

**Personal Statement**:

* Possess powerful negotiation skills and ability to convince buyers on quality.
* Have strong leadership skills and humility to work as a team player as well.
* Empathetic and patient in communication at work and with customers.
* Flexible at working hours depending on the urgency and requirement
* Have a positive attitude for a mutual win-win, and a greater customer confidence.

**Achievement:**

* Elevated the volume of business from Sales 70 per month to 550 per month through increased communication and targeted trends of market with customers.
* Getting ideas about new trends and sharing information with development and high authorities to make timely changes to move fast effectively and efficiently.
* Able to unleash new opportunities to increase business values and generate revenue accordingly.
* Dealing with customers in a way to give them best services in all aspects and to ensure customer satisfaction by addressing their issues at a glance (i.e. communication and compensations)
* Addition of new customers in the current customer portfolio and closing potential orders respectively through active customer engagement and fulfilling their requirements accordingly.

**SBT JAPAN May 2011- Jul 2015**

**Senior Sales Executive – Caribbean - West indies**

* Started as Sales Representative.
* Training & Development for new staff.
* 2 times best performer in the Region in 2012 and 2014.
* Responsible for Exports to West Indies and other countries of West Indies.
* Communicating with all major Buyers for commercial issues.
* Problem solving ability.
* High retention volume for existing customers.
* Ability to capture new sales and business to meet organization goals.
* Top performer in the region for multiple consecutive months.

**Efu Life Assurance Mar 2008- May 2011**

**Senior Sales Executive**

* Started as Sales Representative.
* Training & Recruiting new sales staff.
* Best sales person in multiple months and awarded best sales executive in my career.
* Offers new ideas to Management for organization betterment.
* Worked as a team player in terms of training and as well as sales**.**

**ACADEMICS:**

Mohammad Ali Jinnah University Karachi

* Master in Business Administration – Executive Program (In process)

Karachi University

* Bachelors of Commerce - (BCOM), Graduation: 2007

Government National College, Karachi

* Higher Secondary Certificate

Metropolis Academy School, Gulbergl, Karachi

* Secondary School Certificate

**PERSONAL INFORMATION**

Father’s Name Ishtiaq Ahmed

Date of Birth: October 18th 1985

Religion Muslim

Marital Status: Single

Citizenship: Pakistan

National I.D Card #: 42101-5754877-3

.

**REFERENCES:**

Reference can be furnished on request.