

# UMAID

## ALI SOOMRO



Birthday

04.06.1986

Experience

+ 11

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UAE Driving License

Visa: Employment Visa

I am a highly competent and experienced business executive with over 10years sales and marketing management experience within the automotive and others brands industry. I have vast experience in auction buying freight logistics import exports collection money & money allocation customer service operation purchasing inspection business development accounts sales and marketing telemarketing email marketing online e commerce sale Involved in budgetary control performance Web based reporting tools ERP AND CRM strategies Microsoft Outlook MS Office expert Exceptional telephone etiquette

### ACHIEVEMENTS

Best sale performer of the Month 2013

Best sale performer of the Month 2012

### PROFESSIONAL SKILLS

Sales Marketing Brand Management Cash handling and management Punctual, professional and committed to a task once assigned Excellent Communication Skills Achieving targets analyzing market research reports Money Allocation Involved in budgetary control, efficiency savings & recycling Top-rated sales performance Web-based reporting tools ERP AND CRM Account management Negotiation skills Online marketing strategies sales Negotiation expert Exceptional Microsoft Outlook MS Office etiquette Email Marketing Telecommunications Retail New Business Development Customer Service Advertising Auction buying freight Purchasing and inspection dept Import and Export Logistics

### LANGUAGES

English Urdu Arabic

### PROFESSIONAL EXPERIENCE

2017 Present

Sales Manager at Pedders Suspension Middle East

UAE

Analyst sales expenses and inventory on monthly basis to achieve goals of profit. Provide technical assistance to the employees. Ensure timely turnaround of parts. Monitor and supervise the daily reports like DOE and sales productivity. Develop sales promotions for automobile parts. Supervise the stock order procedures. Ensures the high level of quality service is provided to internal and outside dealership customers. Wide range of experience installing and selling auto parts. Capable of issuing invoices and producing profit and loss statements. Inventoried all parts and prepared purchase orders.

2016 - 2017

Sales Manager at Saito Shokai Japan

Pakistan

Coordinate with sales consultant, centralize all orders. Manage all Necessary documentation, bookings, leasing contracts and registrations. Keep accurate records of sales every agents targets if up-to-date payments shipments documents are DHL. All type of auction buying Japanese auction buying Freight container booking roro booking vanning packing of cars inspection of all kind of vehicles discount deals email marketing. Verifying , checking supporting documentation & seeking approvals. Ensure timely payment of invoices .Receiving, recording & processing them within the accounting system. Support team members for their sales targets and give their best customer service and support to maximize commercial opportunities through developing and implementing effective and consistent events and campaigns.

2015 - 2016

Sales Manager at Maisha System Japan

JAPAN

Discuss customers' needs and the features of different vehicles. Advise which vehicles would suit the customer best. Negotiate the sale price, including any 'trade-in' value for a customer's old car. Work out finance, including cash and car loans. Highlight extra products such as accessories or after-sales service. Complete paperwork and pre-delivery inspections all type of auction buying Japanese auction buying Freight container booking roro booking vanning packing of cars inspection of all kind of vehicles discount deals email marking . Assigned tasks to associates, staffed projects, tracked progress and updated managers, partners and clients as necessary.

2013 - 2015

Country Sales Manager at MDK JAPAN

JAPAN

Responsible for the achievements of the New and used cars sales objectives as established by the dealer principal. Assign and manage the work of sales salesperson each day. Analyze results and directly assist in the achievement of sales target and budget. all type of auction buying Japanese auction buying Freight container booking Roro booking vanning packing of cars inspection of all kind of vehicles discount deals email marking. Over see the sales of salesperson and make any necessary corrections at regular training meetings. Plan and use contacts and others incentives to encourage sales. Ensure timely payment of invoices .Receiving, recording & processing them within the accounting system.

2010 - 2013

Regional Sales Manager at SBT JAPAN

JAPAN

Sells Cars by implementing sales plans;, supervising sales staff. Guides employee actions by researching, developing, updating sales policies and procedures, Keeps management informed by submitting activity and results reports, such as daily call reports, to keep updates with the market prices and what good cars specifications we can get and provide our customers. All type of auction buying Japanese auction buying Freight container booking roro booking vanning packing of cars inspection of all kind of vehicles discount deals email marking..

### EDUCATION

B.Com Bachelors in Commerce Karachi University Nutrition Fitness Center Lts

2001 - 2010

Intermediate Commerce National collage (Matriculation Computer Science Sadequain Academy

### PERSONAL SKILLS

