

Shoaib Ahmed

SALES EXECUTIVE

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Career Objective

To obtain challenging and responsible position in an organization where I contribute to the successful of an organization using my abilities and knowledge. "There is always a better way of doing things" is common belief.

Professional Experience1:

Date of Employment : 21 December 2020 till now

Company Name : Etisalat telecom Glotel Dubai

Job Title : Sales Demonstrator

Job Responsibilities:

- Builds business by identifying and selling prospects; maintaining relationships with clients.
- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- Sells products by establishing contact and developing relationships with prospects; recommending solutions.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.

Professional Experience2:

Date of Employment : October 2019 till 2020

Company Name : REX GROUP OF

Place : Dubai

Job Title : BUSSINESS DEVELOPMENT OFFICER

Job Responsibilities:

- Prepares reports by collecting, analysing, and summarising information.
 - Maintains quality service by establishing and enforcing organization standards.
 - Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
- Contributes to team effort by accomplishing related results as needed.

Professional Experience 3:

Date of Employment: February 2019 till July

Company Name : Majid Al Futtaim

Place : Dubai

Job Title : **Credit Card Sales Executive**

Job Responsibilities:

- Prepares reports by collecting, analyzing, and summarizing information.
- Maintains quality service by establishing and enforcing organization standards.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.

Professional Experience 4:

Date of Employment: January 2019 till April 2019

Company Name : Bank Al Falah

Place : Karachi Sindh

Job Title : **Credit Card Sales Executive**

Job Responsibilities:

- Builds business by identifying and selling prospects; maintaining relationships with clients.
- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- Sells products by establishing contact and developing relationships with prospects; recommending solutions.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Identifies product improvements or new products by remaining current on industry trends, market activities and competitors

Academic Education

Intermediate

Date of Attendance : Year 2018

School Name : Govt. Boys Degree College Pakistan

Place : Karachi, Pakistan

Matriculation

Date of Attendance : Year 2017

Board Name : BSEK

Place Name : Karachi, Pakistan

Personal Profile:

Date of Birth : 26th Sep 1999

Passport No : KC1179801

Visa Status : Employment Visa

Visa Expiry Date: 16 Dec 2022

Nationality : Pakistani

References:

Available on request

