



Ambitious, self-motivated Sales & Marketing professional with more than 6 years of experience in building relationships, retaining accounts and growing profit channels. A seasoned leader with a strong background in expanding network connections, introducing products and educating clients. Highly skilled at developing price strategies, increasing sales territories and achieving solutions to meet customer requirements.

## Noman Hassan

**Phone:**

+971 527029678

**E-Mail:**

[noman0323@yahoo.com](mailto:noman0323@yahoo.com)

**Nationality:**

Pakistani

**Date of Birth:**

14-June-1991

**Marital Status:**

Single

**Driving License:**

Light Vehicle, Dubai

**Visa Status:**

Employment

### Skill Highlights

- Sales & Market Development
- Excellent Communication Skills
- Goal Oriented
- Business Development
- Customer Service
- Relationship Building
- Customer Training
- Market Trends Understanding
- Team Management Skills

### Languages

English

Urdu

Hindi

### Experience

**Royal Regis Tours & Travel LLC, Dubai**

Working as "Sales Executive" Jan 2019 – Present

**Responsibilities\Accomplishments:**

- Selling travel products & International tour packages in UAE market.
- Closing sales deals over the table and maintaining good customer relationship.
- To continuously generate leads from existing and new market.
- Provide value and quality to customer with prompt resolution of complaints.
- Retain clients and obtain referrals to increase the client database.
- Strengthen personal knowledge of company's products and services by participating in professional development activities and staying current on market trends and changes.
- Continuously improve sales, customer service, brand awareness and company reputation by providing complete and accurate information.

**Novo Elite Tours & Travel LLC, Dubai**

Worked as "Sales Executive" Apr 2018 - Nov 2018

**Responsibilities\Accomplishments:**

- Selling travel products & International tour packages in UAE market.
- Giving complete information to the clients about the product, packages and services.
- Closing sales deals over the table and maintaining good customer relationships.
- Plan strategies to increase sales and achieve the set targets.

## **United Bank Limited (UBL) Pakistan, Multan**

**Worked as “Relationship Manager” (RM) Nov 2015 - Mar 2018**

### **Responsibilities\Accomplishments:**

- Provide support to Branch Manager (BM) in achieving the business targets.
- Manage and grow the client portfolio and seek opportunities to cross sell e.g. credit cards, auto loan, personal loan and bank insurance.
- Determine client needs and offer customize solutions considering various banking products available.
- Manage in-person, over-the-phone and email inquiries in a timely manner.
- Achieve weekly/yearly/monthly sales targets assigned by the senior sales team.

## **OPPO Mobiles, Multan**

**Worked as “Marketing Executive” Jul 2014 – Jul 2015**

### **Responsibilities\Accomplishments:**

- Explore the market and opening of new distributions/ expanding territories.
- Building good relationship with existing distributors/wholesalers.
- Ensure the availability of stock in the market.
- Setting personal goals and developing strategies to achieve targets.
- Closely supervise sales team, design sales boosting plans and track subordinate’s performance.
- Capture and review any competitive intelligence gathered and proactively communicate this information to senior management.
- Handle customer complaints and dealing with customer inquiries.

## **Education**

---

- **Bahauddin Zakariya University, Multan, Pakistan (2013-2015)**  
MS – Business Administration (CGPA-3.14)
- **University of Education Lahore, Multan Campus, Pakistan (2009-2013)** BBA - Marketing

## **Publications/Certifications**

---

- Issues in Management and Their Remedies in Islamic Perspective, Journal of Philosophy, Culture and Religion 23-26 (2017)
- Successfully completed “Retail Banking Officers Training Program” held by “United Bank Limited Pakistan”