

Jawad Ahmed

Product Sales Specialist

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Dubai, UAE

Visit Visa Valid till 10-Jan-2024



CAREER OBJECTIVE:

Accomplished Product Sales Specialist with 4 years of experience in consistently promoting company brands. Passionate expert and valuable business consultant with talents in analysis, consumer knowledge and industry dynamics. Coordinating with customers, retail partners and distribution partners to accomplish sales goals while maintaining strong professional Relationship.

CAREER PROFILE/SKILLS:

- Sales & Marketing Expert
- Sales Presentation
- Communication
- Sales Forecasting
- Field Sales Management
- New Product Introduction
- Direct Sales
- Customer Retention
- Direct Mail Marketing
- Team Building/Leadership
- Distribution Handling
- Marketing Strategy
- Product Development
- Active Listening
- Product Knowledge
- Customer Relationship Management (CRM)
- Negotiation Skills
- Problem Anticipation
- Self-Motivated
- Objection Management

PROFESSIONAL WORK EXPERIENCE:

Organization: CCL Pharmaceutical
Tenure: Aug2022 – April2023
Designation: Product Sales Specialist



Responsibilities:

- Reached Sales Targets, Cultivated positive connections with customers, Promoted and Vended Pharmaceutical products.
- Led product development initiatives and formulated strategies to drive product innovation and growth.
- Developed and implemented marketing plans to promote company products to health care provider.
- Built relationship with customers and community to promote long term business growth.
- Conducted market research to identify market trends, competitor activities, and customer needs.
- Managed the product lifecycle from development to launch, to ensure product success in the market.
- Developed and implementation marketing plans to increase brand awareness and drive sales.

Organization: Getz Pharmaceutical
Tenure: July2019 – July2022
Designation: Product Sales Specialist



Responsibilities:

- Worked with various team to market in order to guarantee the success of our marketing initiatives and sells products.
- Conduct product presentations and demonstrations to healthcare professionals.
- Answers queries, provided advice and introduced new products to Customer.
- Identify and pursue new business opportunities within the assigned territory.
- Met with customers to discuss and ascertain needs, tailor solution and close deals.
- Increased sales execution of full sales cycle processing from initial lead processing through conversion and closing.

Achievements:

- Highest sales of the month (Oct 2020)
- Highest sales of the year (2021)

Organization: National Gases Ltd
Tenure: Nov2015 – June2019
Designation: Data Entry Officer



Responsibilities:

- Preparation of sales orders, payment Vouchers and accounting duties in Microsoft Dynamics.
- Enter information such as customer details, sales transactions, and other relevant data into the system.
- Completed data entry task with accuracy and efficiency.
- Organized, sorted and checked Input data against original Documents.
- Sorted Documents and maintain organized filling process.
- Manage workload effectively to meet data entry deadlines.

ACADEMIC EDUCATION:

<u>DEGREE/CERTIFICATION</u>	<u>University/Institution:</u>	<u>YEAR</u>
Bachelor of Business Administration	Sindh Institute of Management & Technology	2023

CERTIFICATION/ ADDITIONAL SKILLS:

- **Information Technology** Computer Fundamental, Networking, IT Support
- **MS Office**

PERSONAL INFORMATION:

Father Name : Fareed Ahmed
Date of Birth : 30-Dec-1992

REFERENCE:

Reference will be furnished on demand.