

Sajjad Ahmed Aziz

SALES MANAGER



As a Sales Manager have an extensive experience to handle a variety of personnel related Sales duties and have good command to act as the liaison between sales manager and employees, ensuring smooth communication and professional experience in the area of Sales . I am ambitious person who can work under pressure and complex situations to face the new challenges with high level of motivation and learning skills. I can prove myself as an asset of your Organization.

EDUCATION

Master of Public Administration

Institute of Management Peshawar
Pakistan 2012

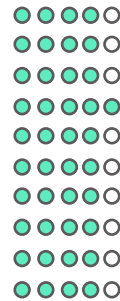
Bachelor of Commerce

University of Peshawar Pakistan
2009

UAE Driving License: 3843664

SKILLS

- Planner & Strategist
- Cost Efficient
- Multi-Tasking
- Team working skills
- Communication skills
- Problem solving skills
- Work pressure handling skills
- Numerical and analytical skills
- Negotiating skills
- Time management



EXPERTISE

MS Office Suite – Advanced Level
Documentation – Filling & Record Keeping
Preparing JDs, Training Materials,
Employees Performance & Data Analysis
Listening to resolve the quires
Team Motivation
Sales Compliance
Conflict Management
Employee Engagement and Development
Fair Labor Standards and Federal Laws

WORK EXPERIENCE

JAN
2019



Sales Executive – Oman Insurance Company www.omaninsurance.ae

Nov
2021

As Sales Executive at the Dubai office performing the following job responsibilities:

- As an sales Executive my first responsibility to bring business in Life insurance, Car& Medical and I had done in this short period of times had bring different largest Group i.e Planet group of company, Kiosk International ,Al Qersh Transport and Bakhtmir Cargo and also achieved the target of Vehicle ,life and smart investment .
- Develop marketing strategies and promote all types of new insurance contracts or suggest additions/changes to existing ones
- Breed productive relationships to create a pool of prospective clients from various sources by networking, cold calling, using referrals etc
- Evaluate business or individual customers' needs and financial status and propose protection plans that meet their criteria
- Work with clients to deliver risk management strategies that fit their risk profiles
- Report the progress of monthly/quarterly initiatives to stakeholders
- Maintain bookkeeping systems, database and records
- Monitor insurance claims to ensure mutual satisfaction
- Achieve customer acquisition and revenue growth objectives
- Fulfill all policy requirements

LOCATION

Al Quasis – Dubai | UAE

MOBILE CONTACTS

UAE: +971-525733732/ whats ap:0566022806

EMAIL

azizhon101@gmail.com



WORK EXPERIENCE (CONT)

Sales Manager – Planet Travel & Tourism Dubai UAE www.planettours.com

As a Sales Manager at the Al Qouz office Dubai performing the following job responsibilities:

- Responsible for obtaining profitable results through the sales team by developing the team through motivation, counseling, skills development and product knowledge development
- Manage day-to-day performance of all sales team members and deliver reviews
- Lead and schedule weekly and/or monthly team meetings with sales team and leadership
- Manage the sales administration function, operational performance reporting, streamlining processes and systems wherever possible, and advising senior management on maximizing business relationships and creating an environment where customer service can flourish.
- Work with sales leadership to generate ideas for sales contests and motivational initiatives
- Implement performance plans according to company procedure.
- Embody company culture and maintain high sales employee engagement.

MARCH
2016

-

DEC
2018

March
2013

-

JANUARY
2016

Sales Manager – Bakht Mir Cargo and Transport Dubai UAE

At this position I was responsible for: -

- Manage all Sales for the company and activities within the Sales department
- Developing the Sales strategy for the company in line with company objectives
- Co ordination Sales campaigns with Marketing activities
- Engage consumers on social media.
- Deepen relationships with all media to ensure the most effective messaging and positioning of the organization.
- Lead all areas of content generation and production across all media platforms
- Collaborate with sales and sourcing to develop strategic partnership activities and implement the execution framework and strategic plan on identified opportunities.
- Develop and lead a Sales team that will develop and execute new concepts, business models, channels and partners to position business as innovator and leader.

PERSONAL INFORMATION

Date of Birth : 4th June 1990
Current Visa Status : Visit Visa
Passport Number : AU1811004
Nationality : Pakistani
Languages : English, Hindi & Arabic

ACCOMPLISHMENTS

- Youngest Sales person awards throughout the Pakistan conducted by Bakhtmir Transport
- Chief Proctor awards from School, college and university life.
- Best coordination awards from the side of station director of Pakistan broadcasting corporation.
- Successfully winner candidate throughout the KPK fully funded scholarship of USA Tiffin University Ohio State Miami Street, USA, for an Academic Year 2012-13.

REFERENCES



Mr. Asif Ahmed

Executive FMS

Bahri Mazroei Technical Systems Co.

Ex-Professional Colleague

Email: asifahmed23279@gmail.com

Contact no. +971553870685



Mr. Shoaib Akhter

Business Development Officer Oman

Insurance

Professional Friend

Email: shoibakhtar159@yahoo.com

Contact no. +971563687987



Mr. Minhaj

Owner of BMC

Bakht Mir Cargo and transport - Dubai

Ex-Boss

Email: naimatvan@yahoo.com

Contact no. +971527286717



Sajjad.aziz67



Sajjad Aziz



sajjadkhan101@gmail.com