

Khalil Ahmad



Versatile Sales Executive bringing **Number** years of experience in **Type** sales. Energetic and upbeat leader with well-coordinated and hardworking approach. Looking for dynamic role with room for advancement.

Professional Sales Executive with **Number** years of experience attending to needs of customers and converting prospects to increase sales. Accomplished in emphasising service features and benefits, quoting prices, discussing credit terms, preparing sales order forms and developing reports. Expert in overcoming objections from prospective customers to maximise sales opportunities.

Detailed Sales Manager with expertise overseeing successful revenue streams and recognising areas for improvement. Reliable and capable of driving effective teams. Looking for new sales-oriented role where hard work and dedication will be highly valued.

Job Title focused on customer satisfaction throughout all stages of sales life cycle.

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 03000734959

 Tehseel Kabirwala District
Khanewal Punjab, Kabirwala ,
Pakistan

WORK HISTORY

November 2015 to September 2021

Sales Executive

Gulf Home Real Estate , Sharjah , United Arab Emirates

- Attended **Time span** meetings to review projects with company leaders.
- Resolved product issues with manufacturers to maintain relationships with key producers and deliver quality **Type** product to customers.
- Qualified prospects to determine potential for future sales and prioritise conversion efforts.
- Proactively identified and solved complex strategy problems that impacted sales management and business direction.
- Collaborated with management to review customer contract terms and request approval.
- Handled daily customer meetings, sales calls and account management tasks.
- Fostered relationships with customers to expand customer base and enhance loyalty and retention.
- Drove new clients and avenues to build relationships and grow business opportunities.
- Documented daily work in lead development and successful sales.
- Contacted **Number** prospects by phone or e-mail

SKILLS

- Customer service
- Lead development
- Customer relations
- Sales and market development
- Communication and engagement techniques
- Sales pipeline management
- Energetic
- Salesforce
- Continuous improvements
- Lead generation
- Sales office management
- Social media savvy
- Territory sales management
- Customer rapport
- Excellent communication skills
- Profit and revenue-generating strategies
- National account management
- Sales process
- Sales territory growth
- Territory management
- Service promotions

each **Time span** prior to service contract and warranty expiration date to initiate renewal process.

- Strategically planned and implemented business development activities in **Region**.
- Analysed growth opportunities to forecast projected business, Recognise customer desires and define market resulting in **Number**% improved company profitability.

EDUCATION

August 2015

DAE Chemical

Swedish Institute of Technology

Multan, Multan, Pakistan