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| Azmat Mustafa  (Sales manager)  Phone: +971 56 2200747  Email: [azmat.mustafa@hotmail.com](mailto:azmat.mustafa@hotmail.com) |
| Sales Manager with over 10 years of experience in sales. I possess the ability to increase sales and customer base single handedly hence achieving company’s sales objectives and stay ahead of competition. Leadership, communication, and results, are my driving force to achieving a company’s goal and optimizing business. |

# Experience

#### **Firmac Industries (Sales Executive)**

2020–Present

* Joined sales team and was assigned to cater Abu Dhabi/Al Ain HVAC business.
* Reactivated my contacts and am able to attract many projects inquiries.
* Pulled off multiple jobs for supply of Fire Rated Ducts and duct accessories.

#### **Sarwani International Corporation (Sales Manager)**

2013–2018

* Rejoined with the task to increase sales of company’s products. Inclusion of new products ranging from building materials to duct accessories.
* Managed to meet yearly targets of AED 6-8 million.
* Maintained healthy relationship with suppliers and clients and providing un parallel services.
* Complete recovery of receivables.

#### **Optima Air Conditioning Industries LLC, Dubai-UAE/KSA (Sales Leader)**

2009–2013

* Hardworking consultant for the manufacturing and contracting industries whose main scope of products include spiral duct, dampers, variable air volume units, louvers as well as other HVAC accessories.
* Managed new product launches, product development and marketing.
* Extensive experience in the sales of Industrial and Commercial Equipment.
* Identified potential opportunities with existing and new customers.
* Major role in registering the products with local authorities including ADCD, ADNOC, ADAC, ADAA, CMW, ESTIDAMA and MUSANADA.
* Reviewed and implemented contract terms and conditions.
* Maintaining very strong relationship with major/main and sub-contractors in the UAE.
* Technical expertise related to systems, applications and operations.
* Worked alongside consultants with a focus to add as many products in Vendor’s List of the projects.
* Ability to organize and manage multiple projects from concept to completion.

#### **Al Noor Ventilation Equipment Mfg. ANVEN FZC (Sales Executive)**

2003–2009

* Looking after the sales of HVAC Duct and Duct Accessories.
* Managing sales team.
* Keeping new projects in focus & approaching new sites for sales.
* Bringing new orders from the market.
* Making quotations and submittals, preparing the sales leads, getting approvals from various consultants & government department for the products of the company and collecting payments.

#### **Sarwani International Corporation (Sales Executive)**

2001–2003

* Importing and selling building materials in the local market to German Home, Faraidooni, Esa Saleh.
* Exported Sanitary Ware for a hotel project in Tanzania owned by Al Bwardy Group, Dubai.
* Trading in home appliances including air conditioners and accessories.

# Education

#### **College of Business Administration, Lahore, Pakistan.**

1998 - 1997

(MBA) Masters in Business Administration-Majors in Sales N Marketing.

#### **University of Punjab**

1989 - 1991

(BA) Bachelor of Arts

# Skills

* Ability to adapt and contribute as part of a team
* Strong interpersonal and communication skills
* Windows MS Office
* Excellent organizational skills
* Leadership
* Problem solving
* Meticulous attention to details
* Composed to work under pressure, preparing presentations, quotations and pro-forma invoices

# Activities

* Reading
* Exploring
* Travelling
* Sports

# Personal details

* Date of Birth: 23-09-1969
* EID Number: 784-1969-5916168-6
* Nationality: Pakistan
* Marital Status: Married
* Languages: English & Urdu
* Visa Status: Residence Visa
* UAE Driving License No.: 566589
* Ability to adapt and contribute as part of a team

# References

* Available on request