

Muhammad Shahbaz Akram

Sales Executive - OSCAR ELECTROMECHANICAL WORKS

Abu Dhabi

muhammadshahbazakram2_gee@indeedemail.com - +971-50-816-1936

- Accomplished Sales & Business Development professional with a proven track record of driving business growth in new and existing markets utilizing 3+ years' experience in working cross-functional and inter-cultural environment.
 - Extensive working experience in Oil and Gas, Retail and Fashion industry; responsible to generate revenues.
 - Well aware of Registration and PQ process with ADNOC Group Of Companies in UAE.
 - Highly proficient in MS Office Applications and SPSS Software.
 - Have excellent communication, convincing, negotiation, influencing & interpersonal skills.
 - Good team player and efficient learner, Can work under pressure and meet deadlines.
 - Self-motivated and ambitious with strong desire to succeed.
 - Holds MS (MBA) Master of Business Administration degree in Sales & Marketing Management
 - Report to Managing Director
- Willing to relocate: Anywhere

WORK EXPERIENCE

Sales Executive

OSCAR ELECTROMECHANICAL WORKS - Abu Dhabi - August 2015 to Present

OSCAR ELM started new division for Products trading for oil and gas industry, my task is to register OSCAR as vendor with ADNOC group of companies, search new principals, prompt products and grow business.

- Responsible for Registration/PQ for OSCAR and its Principals with ADNOC Group of Companies.
- Included 5 new principal's Products & Services in OSCARELM portfolio
- Increased the clients list for OSCARELM Products & Services (almost doubled)
- Mapping sales growth plan, developing strategies and producing monthly progress reports
- Visit potential clients in line with a pre agreed schedule and sales call targets
- Handling Inquiries from clients, Estimation for these inquiries and preparation of quotations
- Procurement for clients and company MEP Work and Renovation Work
- Attends all industry related workshops, seminars, exhibitions and conferences in order to get acquainted with industrial related new products & services.

Customer Relationship Officer

CHENONE STORES & LA|TRIUM RESTAURANT CORPORATE OFFICE - Lahore - June 2013 to June 2015

ChenOne Stores is a retail stores chain of Fashion industry products (Clothes, Shoes, and Accessories), Home Furniture and Home Décor products.

LA|TRIUM RESTAURANT is sister company of ChenOne. Which is providing best food service for food lovers in major cities of Pakistan.

- First employee as CRO for newly established Customer Care Department under marketing department for smoothly running of the business and caters the problems of the customers regarding company products.
- Responsible to handle customer complaints and forward to concern depts.

- Give insights to marketing/production depts. to overcome repeated complaints to prevent it to occur again.
- Responsible to get feedback from all stores national wide and prepare weekly reports of customer's feedback and their queries and complaints.
- Responsible to train new employees in CS Dept.
- Responsible to run day to day operations in CS Dept.
- Direct Report to Marketing Director

EDUCATION

MBA in Sale & Marketing

The University of Lahore, Lahore Pakistan - Lahore
2011 to 2015

SKILLS

Microsoft Office, SPSS Software, Computer Skills, Marketing and Sales, Market Research, Planning And Organizing, New Business Development

AWARDS

Best Use of Data Award

June 2014

I got Best use of DATA AWARD (SHIELD AND CERTIFICATE) from University of Lahore by presenting the repositioning of failed product of P&G and Unilever.

CERTIFICATIONS

Management Certificate

April 2013 to Present

I got MANAGEMENT CERTIFICATE in marketing competition (BrandTizing Encontro) from University of Lahore.

Management Certificate

June 2014 to Present

I got MANAGEMENT CERTIFICATE in a marketing function (Marketing Fete) from University of Lahore.

Participant Certificate

March 2014 to Present

I got PARTICIPANT CERTIFICATE in marketing competition at "Lahore University of Management and Sciences" (LUMS), by developing advertisement on Supreme Tea.