



Arslan Ahmad Khalil

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ABOUT ME

Diligent, expeditious and growth-oriented Sales Management Professional with over 17 years of diverse exposure in sales operations management, business development, team management, leadership, client interaction and strategic planning with strong conviction and ambition to excel in life as appreciated for Regional Top Sales in the years 2017, 2018 and Country Top Sales in the year 2021. Highly effective in challenging environments. Committed and flexible with the ability to adapt to changing priorities and maintain a cheerful outlook.

WORK EXPERIENCE

08/2023 – CURRENT Multan, Pakistan

Sales Manager Extreme Track

- Planning and forecasting of sales activities to develop the business.
- Market analyses for taking competitive advantage.
- Lead the sales forces to ensure business growth.
- Prepare sales and segmentation budgets periodically.
- Expand the network to increase sales all over the country.
- Responsible for Credit Collection and Realization effectively.
- Branding the product all over the country to attract potential customers.
- Develop strategic planning to boost corporate, dealers and Individual Sales.
- Submit the periodical sales and market progression report to the management.
- Motivate the area managers to build positive working relationships with existing clients for repeat business & generate new inquiries.

11/2020 – 07/2023 Multan, Pakistan

Regional Sales Manager Dysin Automobiles Private Limited

- Develop business plans, forecasts and devise new tactics for market penetration and to accomplish organisational goals & objectives.
- Determine strategic planning related to new product lines for commercial, industrial, wholesale, retail, and all other sectors.
- Collaborate with dealers and financial institutions to develop key accounts.
- Generate corporate clients through promotional activities through the key accounts.
- Conduct frequent performance reviews for productive feedback.
- Constantly evaluate the market conditions, identify current & prospective sales opportunities and prepare the Market Analysis Report.
- Perform detailed market appraisals, build strong liaisons with potential and existing clients by facilitating client queries/ grievances to provide the best possible level of service.
- Supported and maximized the effectiveness of sales operations to ensure positive professional services and high customer satisfaction.
- Coordinated with senior management to increase visibility in retail and channel participated in various marketing campaigns.

09/2019 – 10/2020 Multan, Pakistan

Regional Sales Manager Topsun Motors

- Develop distinctive strategic planning for market penetration.
- Focus on generating corporate clientele to accomplish company goals and objectives.
- Conduct frequent performance reviews for productive feedback.
- Develop forecasts and business plans.
- Constantly evaluate local market conditions, identify current and prospective sales opportunities.

05/2017 – 08/2019 Multan, Pakistan

Area sales manager Dysin Automobiles Private Limited

- Build and maintain client relations.
- Work with internal departments such as the Marketing or Product teams to engage audiences and clients more deeply.
- Meet and exceed KPIs and sales targets.
- Possess deep knowledge of business product offerings and value propositions.

- Follow organizational policies and regulations that affect the Sales department.
- Proactively pursue new business and sales opportunities
- Solve problems for clients and customers by developing innovative and tailored sales solutions.
- Be a brand ambassador and always reflect company values.

08/2013 – 04/2017 Multan, Pakistan

Corporate Sales Manager Extreme Track

- Develop and implement the channel strategies to penetrate the market competition. • Participation in key industry tradeshow for the development of contacts and business generation for dealers' support.
- Work cross-functionally within the company to ensure the highest level of customer service and experience.
- Relations with suppliers • Coaching and training the sales team

06/2006 – 03/2010 Multan, Pakistan

Assistant Sales Manager Extreme Track

- Meeting with clients virtually or during sales visits.
- Demonstrating and presenting products.
- Establishing new business.
- Maintaining accurate records.
- Attending trade exhibitions, conferences and meetings.
- Reviewing sales performance.
- Negotiating contracts and packages.

EDUCATION AND TRAINING

05/03/2006 – 18/09/2013 Islamabad, Pakistan

Master of Business Administration Allama Iqbal Open University

Website <https://www.aiou.edu.pk>

05/03/2003 – 15/09/2005 Multan, Pakistan

Bachelor of Arts Bahauddin Zakariya University

Website www.bzu.edu.pk

10/04/2001 – 14/08/2003 Lahore, Pakistan

Diploma in Commerce Punjab Board of Technical Education

05/03/1999 – 20/09/2001 Multan, Pakistan

Secondary School Certification Board Of Intermediate & Secondary Education

LANGUAGE SKILLS

MOTHER TONGUE(S): Urdu

OTHER LANGUAGE(S): English

DIGITAL SKILLS

Communication & Interpersonal skills | Sales B2B / B2C | Microsoft Office | Key Account Development & Growth | Leadership & Team Building | Team-work oriented | Corporate sales | Organizational and planning skills | Strategic Planning | Decision-making | Problem-solving | Ability to Work Under Pressure | Research and Analytical Skills

ADDITIONAL INFORMATION

Certifications

06/05/2005 – 05/08/2005

Advance Computer

07/08/2005 – 08/11/2005

I.T. Office