

# Asim Mehmood Fazli

Location: Swati Phattak Gulberg Peshawar, Pakistan

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## Personal Details

22nd January, 1985 | Male | Pakistani

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## CAREER OBJECTIVE

As a seasoned and results-driven Mid-Level Sales professional with 09 Years of experience, I am eager to contribute my expertise in driving revenue growth and fostering client relationships to a dynamic organization. Proven success in meeting and exceeding sales targets, coupled with a strategic approach to identifying and capitalizing on market opportunities. Seeking a challenging role where my skills in sales leadership, market analysis, and team collaboration can be leveraged to achieve organizational objectives and drive sustained business success.

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## CORE COMPETENCIES

Team Management  
Team Building & Training  
Leadership Qualities  
New Business Development

Customer Services  
Sales Operations  
Sales Management  
Retail Sales & Generate Leads

Corporate Sales Presentation  
Communication Skill  
Marketing & Research  
Negotiation Skills

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## PROFESSIONAL EXPERIENCE

**Al Hayyat Group Peshawar**  
**Investment Advisor**

**September 2023 - Present**

Render a keen eye for detail to identify potential opportunities and trends while performing thorough market research. Recognize and pursue new business opportunities through lead generation and networking skills. Collaborate with finance and credit teams to assess the creditworthiness of potential clients and make informed credit decisions. Conduct successful periodical recovery analysis and deliver valuable market insights and devise way forward to enhance market visit effectiveness and PR marketing.

### KEY ACCOMPLISHMENTS

- Achieved and surpassed sales and recovery revenue targets by directing high-performing team of investment advisors and executing effective sales strategies.
- Enhanced business performance by monitoring KPIs, elevating lead conversion rates, and conducting insightful market analysis for strategic decision-making.
- Succeeded in elevating the networking impact by delivering targeted business presentations to corporates and actively participating in expos and trade exhibitions.

**Agency21 International, Peshawar**  
**Business Development Manager**

**August 2022 - December 2022**

To drive revenue growth and client satisfaction by offering expert guidance in real estate and property management. My objective is to actively engage with clients, understand their property needs, and provide tailored solutions that align with their goals. Through proactive client acquisition, effective negotiation, and meticulous transaction management, I aim to surpass sales targets and contribute to the success of the real estate and property management division. By staying informed about market trends, maintaining a strong professional network, and delivering exceptional service, I strive to position myself as a trusted advisor in the real estate and property management sector.

### KEY ACCOMPLISHMENTS

- Regularly engaging with clients, understanding their needs, and providing guidance throughout the buying or selling process.
- Staying informed about local and national real estate market trends, property values, and legal requirements.
- Building and maintaining a network of contacts within the real estate industry, including clients, other agents, and professionals.
- Meeting or exceeding sales targets and contributing to the success of the real estate agency.

**Zameen.com ,Karachi**

**September 2020 - June 2022**

**Assistant Manager Project**

Achieving or surpassing sales targets demonstrates effectiveness in securing successful property transactions, contributing significantly to the overall success and growth of the real estate agency. It reflects a proactive approach, strong client relationships, and the ability to navigate the complexities of real estate transactions, ultimately enhancing the agency's reputation and market position.

**KEY ACCOMPLISHMENTS**

- Regularly engaging with clients, understanding their needs, and providing guidance throughout the buying or selling process.
- Staying informed about local and national real estate market trends, property values, and legal requirements.
- Meeting or exceeding sales targets and contributing to the success of the real estate agency.
- Balancing independent work on specific deals with collaborative efforts within a real estate agency or team.
- Adapting to changing market conditions, client preferences, and industry trends.
- Set and meet sales goals, contributing to the overall success and growth of the real estate agency.

**Concept Business Solutions**

**June 2019 - August 2020**

**Senior Manager Project Sales**

To cultivate relationships with corporate and enterprise entities, execute a systematic approach involving the creation of daily and monthly sales reports sent to the Regional Manager. Conduct daily market visits to proactively generate leads for new companies and engage with both new and existing accounts. Drive business growth through the identification and sale of prospects, emphasizing relationship maintenance with clients. Establish product sales by initiating contact and fostering client relationships.

**KEY ACCOMPLISHMENTS**

- To build the relationship with Corporate & Enterprise Companies
- Making daily & monthly sales report and send them to Regional Manager
- Daily visit to Market & Generate new company leads
- Working on New & Existing Accounts
- Builds business by identifying and selling prospects maintaining relationships with clients
- Sells products by establishing contact and developing relationships with clients.
- Prepares reports by collecting, analyzing, and summarizing information.
- Assist team members in generating sales targets.
- Develop, build, and manage a client base of corporate accounts
- Work with the Marketing Department to develop and execute Corporate Sales initiatives
- Analyze sales trends, track unit sales, and generate gross margin reports.
- Investigate and troubleshoot customer service issues.

**Rozee.pk, Naseeb Online Services Pvt Ltd. Karachi**

**March 2016 - June 2019**

**Manager Corporate Sales**

To drive revenue growth by effectively promoting and selling our services. My objective is to proactively identify and engage potential clients, understanding their specific needs, and positioning our services as the optimal solution. Through a consultative and relationship-focused approach, I aim to exceed sales targets, build a robust client portfolio, and consistently deliver exceptional service. By staying informed about industry trends and continuously refining my sales skills, I aim to contribute to the overall success of the company and establish myself as a trusted and top-performing sales professional in the services sector.

**KEY ACCOMPLISHMENTS**

- Assess clients' HR requirements, identifying gaps and proposing tailored solutions to meet their business objectives.
- Create customized proposals outlining HR solutions, pricing structures, and service delivery timelines.
- Set and meet sales goals, contributing to the overall success and growth of the HR services business.
- Build and maintain strong relationships with clients, understanding their HR needs, and providing guidance on suitable services.

**Brand Ambassador**

To consistently achieve and exceed sales targets by effectively promoting and selling mobile devices and services. My objective is to understand customer needs, provide informed recommendations, and deliver a seamless buying experience. Through proactive customer engagement, product knowledge, and effective communication, I aim to build lasting customer relationships and contribute to the overall success of the mobile sales team. By staying updated on the latest mobile technologies, industry trends, and consistently delivering exceptional customer service, I strive to maximize sales opportunities and establish myself as a top-performing sales professional in the mobile industry."

**KEY ACCOMPLISHMENTS**

- Proactively engage with customers to understand their mobile device needs and preferences.
- Consistently meet or exceed sales targets through effective product promotion and sales techniques.
- Monitor and manage inventory levels, ensuring availability of popular devices and accessories.
- Conduct product demonstrations to showcase features and benefits, enhancing customer understanding and satisfaction.
- Stay informed about competitors, market trends, and customer preferences to adapt sales strategies accordingly.
- Adhere to company policies, procedures, and regulatory requirements related to sales operations.
- Handle sales transactions, process payments, and ensure accuracy in financial transactions.

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**EDUCATION & PROFESSIONAL CREDENTIALS**

- Bachelor of Commerce from St' Patrick College #2, University of Karachi, 2004

**Professional Training**

- Several Training on Sales Management, Sales Call, Sales Planning, MS-Excel to Analysis etc.
- Air Ticketing and Basic Tariff.

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**REFERENCES**

- Furnished upon Request