



Mir Murtaza Ul Islam

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Objective

Customer-focused sales professional with 7 years of experience in driving profits for companies seeking opportunity to leverage skills in negotiating, prospecting, and productivity planning.

Education

- **University of Azad Jammu and Kashmir** 2021
BS Hons (Islamic studies)
B
- **Post Graduate College for boys Muzaffarabad** 2017
FA Humanities
B
- **Allied Institute of Technical Sciences Rawalpindi** 2019
DAE (Civil)
A
- **AL Huda Model High School** 2015
Matriculation
B Grade

Experience

- **Select Cables** 2017 - 2020
Business Development Officer
Managing all the things regarding market.
Coordination on daily basis with team.
Held training session for the better skills or skills upgradation.
Managing team work.
Overview on all sales strategies myself.
Presenting all the facilities to our valued customers.
Managing also purchasing with in contact with different suppliers.
- **Merit Cables** 2021 - 2024
Area Sales Manager
Managing, training, and providing overall guidance to the sales team of an assigned territory.
Setting reasonable sales targets to be achieved by the sales team.
Monitoring the performance of the sales team and motivating members to meet or exceed sales targets.
Collecting customer feedback and providing updates to senior management.
Traveling to potential and existing customers within an assigned sales area to present company offerings and build brand awareness.
Utilizing outbound telephone calls, email communications, and face-to-face meetings with customers to close sales.
Developing and sustaining long-term relationships with customers.
Implementing a sales management process to assist the sales team in identifying and prioritizing key customers and prospects.

Skills

- Management skills Coordination skills Piblic dealing Problem solving Communication skill Computer skill Verbal and non vebal communication skill Managing different tasks skill

Projects

- **60M Project Win biggest achievement**

I won 60M project in a high rise building in form of wiring cable for throughout building which is like 15 floor including lower ground and ground floor . It's a big achievement for me in my entire carrier.

Reference

- Will be given on demand -