

Objective:

To pursue career in a progressive organization which provides me with ample opportunities for career growth and professional development to groom the overall personality along with contributing to the growth of the organization as well as engage in opportunities to further the company's goals."

Academic Qualifications:

Superior University Lahore B.S Hons (Aviation Management)	2018-2022
Punjab Board of Technical Education Diploma of Associate Engineering (F.SC Pre-engineering)	2013-2017

Professional Experience:

Bhullay Shah Travels & Tours Pvt. Ltd Lahore-Kasur (Senior Sales & Marketing Manager)	Jun 2022-Present
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- Regular market visits to meet customers/agents to know ongoing queries/demand to get potential sales as well as to counter competitors' activities in the market.
- Provide and ensure a high level of customized services to customers based on their needs by developing different Umrah Packages.
- Supervise the sales executives and sales coordinator staff for finding new avenues of business growth as well as generating business from our sub-agents (partner travel agencies) located in Lahore and Kasur cities.
- Conduct daily morning meeting sessions to ensure the smooth processing of daily routine works.
- Generate a sales visit plan for sales staff to cover different territories of the cities and ensure strict compliance with the outcomes.
- Responsible for facilitating customers in visa processing from the embassy, airline ticketing, departure from Pakistan, hotel stay, and arrival after performing Umrah/Hajj.
- Ticketing is the art of making the Umrah package economical, so ensuring that the sales coordinator will try to arrange the best cheapest flight option for the customers.
- Arrange a group awareness session for customers who are performing Umrah for the first time and brief them on all information so they can smoothly perform their Umrah.
- Handle documentation regarding customer profiles and create a database in Excel for future business.
- Make regular market visits to meet customers/agents to understand ongoing queries/demands, to get potential sales, as well as to counter competitors' activities in the market.

**Suzuki Kasur Motors
(Sales Consultant)**

Dec 2021-June2022

- To deal with corporate clients, such as direct dealings with different banks to provide them with cars on financing for their customers, as well as refer them customers who want to buy cars on loans.
- To deal with customers for selling genuine spare parts to them.
- To deal with walk-in customers and advise them on the right car for the right person after evaluating their needs.
- Complete urgent paperwork according to the sale of vehicles and complete all processes.
- Meet monthly targets as soon as possible.
- Generate weekly and monthly reports.
- Attend the monthly meetings and training sessions of Pak Suzuki regarding upcoming software and new vehicle launches.

**HONDA Gateway Pvt. Ltd Lahore
(Service Adviser)**

Jan 2018-Sep 2019

- Greeting customers and directing them to available mechanics.
- Consulting with mechanics regarding necessary repairs and possible alternatives to expensive repairs.
- Calling customers to advise them about service changes or car pick-up times.
- Maintaining positive customer relationships to ensure repeat business.
- Ensuring all details on services rendered and costs are related to customers and processing their payments.
- Liaising with service technicians about parts ordering and ensuring parts are available when needed.

Computer Skills:

- MS Office (Word, Excel, Power Point)
- Asia Soft (Accounting Software)
- Oracle Software

Personal Detail:

- Father's Name: MUHAMMAD HUSSAIN
- Date Of Birth: 06-12-1995
- C.N.I.C #: 35102-9144681-1
- Religion: Islam
- Marital Status: Single

Reference:

Will be furnished upon request.