

KASHIF NAWAB

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Cantt

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OBJECTIVE

To become a dynamic and innovative professional and to work in an organization, where innovation and excellence is the way of life, where my full potential will be explored and where I will get ample scope for development.

PROFESSIONAL SUMMARY

Dedicated manager with extensive sales experience. Developed leadership and communication skills throughout a 10-year career. Prioritize building relationships with clients and successfully encourage all sales team members to take this approach. Ready to utilize analysis capabilities to improve efficiency and profits, as well as identify areas that can be improved. Organized and capable of managing multiple accounts simultaneously.

AREAS OF EXPERTISE

Account Management	Public Relations and Promotions
Business Development	Presentations and Proposals
Team Leadership	Brand Awareness / Development
Customer Base Expansion	Sales & Contact Reports
Sales Closings & Techniques	Sales & Marketing

PROFESSIONAL EXPERIENCE

CUSTOMERS

Corporate Customers:

- Faysal Bank, Dubai Islamic Bank, Apna Microfinance Bank, Mobilink Microfinance Bank, Finca Microfinance Bank, Bank Islamic, MCB Bank Islamic
- Superior Group of Colleges, The City School, University of the Punjab
- COMSATS institute of Technology, SNGPL, Gourmet Foods, LTC
- Izhar Group of Company, TRG, Hotel Sunfort, Chaudhary Enterprises, Sahara For Life Trust, Panasian Group, Berger Paints, HY Enterprises, Adore Cosmetics, Black Rose etc.

Retail Customers:

- International Electronics, Ghazanfar Brothers, RB Electronics etc.,

E-Commerce Customer:

Daraz.pk, yellostone, E-Cart, FINJA & Shophive etc.

MULTYNET

Sales Manager

(Feb -20 To Date)

Corporate, Tender, Retail & E-Commerce Sales

SHARP CONSUMER ELECTRONICS MEA

Corporate Sales Manager

(July 2019 To Jan-20)

Key Responsibilities:

- Managing organizational Sales by developing a business plan that covers sales, revenue and expense controls.
- Market Products in corporate, E Commerce and retail Sector and propose the product as per requirement.
- Achieve growth and hit sales targets by successfully managing the sales team
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
- Visit clients or arrange meetings with customers to discuss how their products can effectively meet the needs of the customer.
- To contact with customers through emails and phone calls to offer them products and services.

**JW Sez Group (formally
Ruba Sez Group)**

Assistant Manager Corporate Sales

(June 2014 To June 2019)

Key Responsibilities:

- Achieve growth and hit sales targets by successfully managing the sales team
- Design and implement a strategic business plan that expands company's customer base and ensure its strong presence
- Market Product to online stores like JO-Chaho.pk ,
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Present sales, revenue and expenses reports and realistic forecasts to the management team.

Key Achievements:

Recognized as top performer, 2 out of 4 years.

Jaffer Brothers Pvt Ltd

Sales Executive

(August 2012 To May 2014)

Key Responsibilities:

- Market Products in corporate Sector and propose the product as requirement.
- To manage the sales territory, keeping an eye on market trend.
- To prepare proposal and enhance sales prospects.
- To collect the payments and Tax Challan within committed time.
- To participate in Government tenders.

International Office Products

Marketing Executive:

(February 2011 To August 2012)

Key Responsibilities:

- Market Products in corporate Sector
- To manage the sales territory, keeping an eye on market trend.
- To prepare plans, monitor and enhance sales prospects.
- To negotiate with the customer and close deal in favor of company.

Ovex Technologies Pvt Ltd

Customer Service Executive

(September 2008 To February 2011)

Key Responsibilities:

- Answer Phone and respond to the customer request.
- Sell Product and place customer order in Computer System.
- Transfer Customer call to appropriate Staff.
- Identify research and resolve customer issue using the computer system.

**PROFESSIONAL
CERTIFICATIONS & COURSES**

- Training on Customer relationship beyond Expectations.
- Training on CRM

PERSONAL ATTRIBUTES

Father's Name: Nawab Khalid
Date of Birth: April, 1985
Nationality: Pakistani
NIC Number: 35201-9514016-1
Education: MBA –Marketing (University of Lahore)
Marital Status: Married
Languages: English (Academic& Professional), Urdu (National)

REFERENCES

Educational & Professional References will be furnished on demand.