

MUHAMMAD OWAIS



CONTACT

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OBJECTIVE

Experienced Sales Manager well-versed in developing performance-oriented cultures devoted to continuous improvement and revenue growth. Results-focused leader with proven success in maintaining long-term growth. Excels in building long-lasting, productive client relationships to boost customer numbers and market share.

SKILLS

- Customer Service
- Meeting sales goals
- Closing skills
- Territory management
- Prospecting skills
- Negotiation
- Self-confidence
- Product knowledge
- Presentation skills
- Client relationships
- Motivation for sales
- Computer Skills
- Excel Skills

EXPERIENCE

F&A Group Of Companies
Administrator

2020 - 2023

- Prepare regular reports on expenses and office budgets.
- Send out RFQs or RFPs to multiple vendors to get competitive price quotes. Provide clear specifications and requirements to ensure accurate quotes. Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Manage all administrative work in office & Site Office

Indus Tabacco Company
Senior Sale's O

2018 - 2020

- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, and merchandising techniques.
- Resolves customer complaints by investigating problems, developing solutions, preparing reports, and making recommendations to management.

2015 - 2017

National Tabacco Company
Sale's Supervisor

- Focuses sales efforts by studying existing and potential volume of dealers.
- Submits orders by referring to price lists and product literature.

2014 - 2015

National Tabacco Company
DSR

- Serves customers by selling products and meeting customer needs.
- Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
- Adjusts content of sales presentations by studying the type of sales outlet or trade factor.

EDUCATION

University of Sindh Jamshoro
B.com
2nd Division

2023

Memon Academy Higher Sec School
FSC Pre Engineering
A

2014

Memon Academy Higher Sec School
Matriculation
A

2012