

# Nouman Khalid

## Showroom & Sales Manager

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### Professional Experience

Showroom & Sales Manager March 2020 – Present, Unique Trading Company/Brighto Paints, Jhelum

- **Vendors:** Purchase paint accessories from vendors and ensure payments and ledger.
- **Project:** Executed, managed and delivered a project to the customer at given time frame at my assigned territory.
- **Contractors:** Deals and meetings with contractors at my assigned territory brief them about paint products and ensure about Quality and coverage.
- **Showroom:** Ensure showroom is kept to company standard.
- **Product Knowledge:** Ensure product knowledge & negotiate with the customers.
- **Strategies:** Training staff in effective sales and communicate strategies.
- **DIMS:** Manage company setup at Digital information management system.

Sales Officer Oct 2018 – Feb 2020, Pakistan Cables Ltd (Trade channel), Jhelum

- Achievement of assigned volume and value wise primary and secondary sales targets.
- Ensure coverage of all trade outlets in my territory.
- Sells products by establishing contact and developing relationships with prospects; recommending solutions.
- Prepares reports by collecting, analyzing, and summarizing information.
- Ensure availability of products at our dealers, also check out company stock and prepare reports and send to our trade manager.
- Try to build strong relationship between dealers.

Sales Executive May 2012 - Feb 2013 Hilton PVT Limited, Jhelum

- Timetable and organize gatherings, arrangements, and travel courses of action for Customers.
- Set objectives and focuses for deals and administration groups to upgrade organization benefit.
- Speak to organization public exhibitions, industry capacities and occasions.
- Searching out and recognize new business openings

Sales Executive Jan 2011 - Apr 2012 High noon PVT Limited, Jhelum

- Analyze and Identify market and customers and make a plan how to target these customers.
- Create business plans intended to connect with new and returning customers. Follow those plans to create innovative approaches to build client stream.
- Guarantee that all business plans were completely executed and appropriately followed.

### Education

National University of Modern Languages Feb 2013 - Jun 2016

Masters of Business Administration (MBA- Marketing)

Specialization in Marketing, Events, Seminars, Presentations, Assignments, Sales Gala

University of Punjab

Sep 2009 - Jul 2011

Bachelors of Sciences (BSc)

Physics Mathematics A&B. Presentations, Perform Experiments

### Reference

- Reference will be provided if needed.

### Summary

- An experienced and talented Showroom & Sales Manager who has motivation and right skill set needed to ensure targets and met and everything gets on time and to budget. Highly organized, ambitious, driven and possesses the capability to develop maximum sales and profitability.

### Computer Skills

- MS Office (Word, Power Point, Excel, Outlook),

### Areas of Experties

- Competitive Intelligence
- Relationship Management
- Market Research/Analysis
- Sales/Marketing Strategy
- Customer Service
- Advertising
- Event Planning
- Digital information management system

### Skills

- Strong interpersonal skills
- Team Leader
- Strategic Planning
- Time Management
- Resourceful and driven
- Problem Solver
- Business Communications
- Customer Retention

### Additional Information

- Father name: Khalid Mehmood
- Marital status: Married
- D/O/B: 09/09/1988