

Rimsha Erum

Corporate Sales Professional

MBA Gold Medalist - Majors in Sales & Marketing

HEC & USA-ID Scholarship Holder

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EDUCATION

<u>Qualification</u>	<u>Majors</u>	<u>Year</u>	<u>Institution</u>	<u>CGPA</u>
MBA	Sales & Marketing	2018	SZABIST, Karachi	3.6
BBA	Sales & Marketing	2015	K.U.B.S – Karachi University Business School	3.9
Intermediate	Commerce	2011	Govt Degree College Malir Cantt.	76.7%

Personal Statement

"Sometimes the longest route gives you exceptional results in this short story of Life."

PROFESSIONAL EXPERIENCE

<u>Organization</u>	<u>Position & Department</u>	<u>Work profile</u>	<u>Time period</u>
Agha Steel Industries Limited	Manager Corporate Sales Sales & Marketing	<ul style="list-style-type: none">- Organize sales operations for South region- Set sales policies and procedures- Lead sales team in finding new business and building relationships with clients- Set sales direction and goals for new product lines- Negotiate sales contracts- Analyze sales data- Create sales forecasts and set revenue targets for the Team	10 July 23 ~ Till Present
Stile – House of Habib	Key Account Manager Corporate Sales Sales & Marketing	<ul style="list-style-type: none">- Develop trusting relationships with a portfolio of major Architects to ensure they do not turn to competition- Ensure the correct products and services are delivered to customers in a timely manner- Serve as the link of communication between key customers and internal teams.- Resolve any issues and problems faced by customers and deal with complaints to maintain trust- Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics	Dec'17 ~ 08 July 23
Rafi Group	Sales-Executive, Sales & Marketing	Maintain relationships with clients by providing support, information, and guidance in person and via telephone calls and emails; also recommending profit and service improvements while maintaining accurate record.	Nov'16 ~ Dec'17
TechCity	Customer-Services Representative (CSR)	Handling Complains and Orders Confirmation. Also serves as an HR-Person , Assisted in Making HR Policies for the company.	April'16 ~ July'16

ACHIEVEMENTS

- Gold Medal and Membership to Stars Club in recognition for stellar performance in Sales from Stile – a company by House of Habib - 2018.
- Gold Medal and First Position in MBA, for the batch 2018 from SZABIST
- Merit Scholarship by United States Agency for International Development for MBA from SZABIST – 2018.
- Gold Medal and First Position in BBA, for the batch 2015 from University of Karachi.

CERTIFICATIONS

- ✓ Professional Selling Skills (PSS) – By Javed Akhtar
- ✓ Personal Selling Skills – By Javed Akhtar
- ✓ Negotiation Skills (Habib University – HU) – By Zain Goplani
- ✓ High Impact Selling Skills – By Dr. Ali Jarrar
- ✓ Workshop for Unleash Your Abilities – By Khurram Shahzad
- ✓ Personal Mastery – By Tafveez Amin (C Level HR Professional)
- ✓ Monkey Management - By Tafveez Amin (C Level HR Professional)

SKILLS & INTERESTS

- ✓ Good communication and interpersonal skills
- ✓ Quick learner, Team Member and Adaptive
- ✓ Good in Analytical skills.
- ✓ Interested in Travelling, Singing, Table Tennis and Badminton.

CO-CURRICULAR ACTIVITIES

- ✓ Member at Sports Council at Stiles – HoH
- ✓ Consecutive Champion for the past 2 Years in Table Tennis & Badminton
- ✓ Member to Star's Club at Stiles

Elective Courses

- ✓ Sales Management
- ✓ Brand Management
- ✓ Digital Marketing
- ✓ Marketing Intelligence
- ✓ Strategic Management

References to be furnished upon request.