

# SYED GOHAR ABBAS RIZVI

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## Objective

Sales Officer with strong background providing team leadership, creating brand vision and strategizing sales distribution channels. Expert at growing business by attracting new clients, interested investors and strategic partners. Led by example to demonstrate cooperation, dedication and diligence to drive results and achieve sales goals.

Talented Sales Assistant bringing enthusiasm and eagerness to learn new skills with retail sales. Focused on maximizing business success by capitalizing on sales and service opportunities.

Self-motivated outside sales professional experienced in both technical and non-technical, fast-paced team environments. Relationship building and closing expert.

## Experience

	2002-2009
NATIONAL BANK OF PAKISTAN , Karachi	
Bank Cashier	
<ul style="list-style-type: none"><li>Completed highly accurate, high-volume money counts via both manual and machine-driven approaches.</li><li>Answered telephone inquiries on checking and savings accounts, loans, and lines of credit.</li><li>Answered customer inquiries regarding account balances, transaction history, services charges, and interest rates.</li><li>Disbursed cash and checks accurately while maintaining security of cash drawers.</li><li>Performed cash, card and check transactions to complete customer purchases.</li></ul>	

### NIB , Karachi

Recovery Officer	2012-2014
<ul style="list-style-type: none"><li>Tracked client participation in treatment services to identify attendance issues.</li><li>Documented customer payment interactions and account statuses for future reference.</li><li>Analyzed customer financial records to determine appropriate payment plan.</li><li>Generated and distributed monthly customer statements.</li><li>Established relationships with customers to encourage payment of delinquent accounts.</li></ul>	

### Himalaya, Lahore

Sales Officer	2017-2019
<ul style="list-style-type: none"><li>Forecasted sales and established processes to achieve sales objectives and related metrics.</li><li>Enhanced sales operations through development of new sales strategies, cold calling techniques and customer follow-up</li><li>Identified and qualified new distributors to increase market share in key territories.</li><li>Evaluated costs against expected market price points and set structures to achieve profit targets.</li></ul>	

# Education

MATRIC , karachi	1994
INTERMEDIATE , karachi	1996
Bachelor of Arts , sindh	2008

# Skills & Abilities

Sales expertise
Public speaking
Quality assurance understanding
Cold Calling
Product promotions
Goals and performance
Profile and revenue-generating strategie
Brand building
Promotional sales events