

Sajid Ali

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Educational Background

- Master of Business Administration in Finance| Bahria University Islamabad | (2019-2020) | CGPA: 3.10/4.00
- Bachelor of Business Administration in Finance| Institute of Management Sciences | (2013-2017) | CGPA: 3.00/4.00
- HSSC from Edwardes College Peshawar|2011| Percentage: 73%
- SSC from Forward Model School Peshawar|2009| Percentage: 83%

Professional Experience

Manager Sales – Chery Capital Islamabad

July 2022 – Current

- Making Sales Strategy: responsible for developing and implementing effective sales strategies to maximize revenue and achieve sales objectives. This includes analyzing market trends and identifying opportunities and getting sales targets.
- Team management: I am responsible to lead and manage team of sales professionals, provide guidance, coaching and motivation. I assign sales territories and set individual targets and assure that that my team have all the necessary resources and training to excel in their roles.
- Client Relationship Management: I establish and nurture relationships with key clients, such as dealerships, banks and corporates clients.
- Reporting and communication: I prepare and present regular sales reports and performance updates to senior management.

Assistant Manager Sales – Peugeot 7th Avenue Islamabad

March 2022 – June-2022

- Manage full cycle employee administration, transaction processing and support.
- Support the organization by providing business sales process support.
- Answering & directing Sales/Vehicles related questions.
- Full command over Peugeot Software known as DMS.
- Work on complete Sales closing.
- Answer calls, chats, emails to problems and finding a permanent solution.
- Resolve & complete incidents & request related to Sales or route to appropriate group.
- Identify & recommend opportunities for continuous process improvement.

Sales Executive – Hyundai Islamabad

August 2020 – March-2022

- Make market research and analysis and provide professional sales and marketing strategy.
- Update knowledge sales related legal documentation
- Making software based provincial booking orders.
- Full command of Hyundai software known as IFS.
- Handle the relationship with clients and agents.
- Built strong customer relationships by understanding the client and their needs
- Update and manage social media profiles.

Intern – State Bank of Pakistan

July 2016 – August 2016

- Learning about the procedures of State Bank.
- Assisting & coordinating with Manager.
- Learning about their processes and activities with other commercial banks.
- Providing timely response to the projects given by the team head.

PROJECTS

Fixed Income trading and investment (One day project)

- A test was taken at the end of the project and certificates were provided to the best candidates.
- It was a one-day project arranged by USAID.

KP GOVT. Project

April- 2017– June 2017

- It was a 4 weeks KP census project.
- It was a data entry project in which I worked as a Key Punch Operator (KPO).

Professional Skills

- | | |
|----------------------------------|------------------------------|
| • MS Office 365 | • Sales Dealing |
| • IFS Software | • Bargaining |
| • DMS Software | • Administration |
| • Presentation & Public Speaking | • Strong Research & Analysis |

Co-Curriculum Activities

- Basketball, Cricket and Table Tennis player at College & University level.