

WAQAR ALI

SALES & MARKETING PROFESSIONAL

Sargodha 40100, Punjab, Pakistan. +92(303) 7269162, (324) 5600638. Bhatti789@ymail.com

SUMMARY:

The results-oriented Sales Professional brings over 8+ years of experience in product development, promotion, and optimization. Expert in developing lasting client rapport based on knowledgeable support and consistent service. Proficient in developing and applying advanced marketing, prospecting, and merchandising strategies to accomplish promotional goals. Proven success in networking & supporting brand objectives.

EXPERIENCE:

Assistant Manager Sales & Marketing -July 2023 – To date
Ismmart Group of Industries (Pvt) Ltd- Sargodha-Punjab, Pakistan

- Managed Real Estate Segment and Superstore in Sargodha

Territory Sales Manager -May 2022 – June2023

Alkhair Gadoon Ltd- Sargodha-Punjab, Pakistan

- Managed Main Dealership and Sub Dealers Network.
- Expand markets by investigating competitor products, services, and trends.
- Collaborate with dealers and the product development team to recommend product improvements.
- Managed 3 Brands Alkhair Foam, Serene Foam, Foam-age

Key Account Sales Executive-Jan 2019 - Feb 2022

JB Foods SGD- Sargodha-Punjab, Pakistan

- Developed trust relationships with a portfolio of major clients to ensure they do not turn to competition
- Achieved Monthly Sales Target.
- Identified new business opportunities and leads for Specific clients.
- Addressed Distributer questions and resolved Complaints related to products, services, and accounts.
- Reach out to retailers to provide promotions and sales information.

Key Accounts Coordinator- June 2018 - Sep 2018

Service Global Footwear Ltd- Muridke-Punjab, Pakistan

- Deal with all kinds of footwear amendments.
- Meetings with other supervisors, combining group efforts to achieve goals.
- Resolved customer complaints or answered customers' questions.
- Delivered customer requirements to the production team, collaborated with the sales team, and followed up on status to verify project schedule remained on track to fulfill

Sales Executive- Aug 2015 - May 2018

SK Electric PVT Ltd- Sargodha-Punjab, Pakistan

- Sourced new sale opportunities through inbound lead follow-up.
- Negotiated terms and conditions of sales agreements and development contracts to complete sales.
- Produced sales documents, finalized deals, and filed records.
- Maintained Minimum Stock Level
- Monitor the Dealer's Activities

LINKEDIN PROFILE:

<https://pk.linkedin.com/in/waqar-ali-bhatti-4243042a>

SKILL:

- Business Growth and Retention
- Sales Management
- Sales Projections
- Customer Complaint Resolution
- Problem-Solving
- Product and Service Promotion
- Market and Competitive Analysis
- New Account Development

Relationship Officer- Mar 2013 - Aug 2015

Allied School System- Sargodha-Punjab, Pakistan

- Directed and oversaw office personnel activities.
- Answered phone calls and emails to provide information, resulting in effective business correspondence.
- Maximize the Admissions number

Internship Branch Banking- June 2010 – Sep 2010

MCB Pakistan- Sargodha-Punjab, Pakistan

- Updated ATM Cards Record
- Acted as the link between the operation Manager and teller services

EDUCATION:

MBA - Sales and Marketing

AIOU Islamabad (Commonwealth Learning Canada)-Mar 2018

Bachelor of Commerce

University of Punjab- August 2010

FSc (Pre-Med)

BISE Sargodha-June2008

Diploma - Office Management

Leading Track Computer College -Oct 2011

Diploma - Computerized Accounting- Peach Tree

ITM Group of Colleges -Sargodha-Oct 2015

CERTIFICATIONS & TRAINING:

Customer Relationship Officer Training

Allied School Head Office -Mar 2015

Digital Skills>Social Media

Accenture Technology Uk- October 2020

Digital Skills> Digital Marketing

Accenture Technology Uk- October 2020

Entrepreneurship>From Business Idea to Action

Kings College London-December 2020

LANGUAGES:

Urdu: First Language

English:

Proficient