

## **Zeeshan Ali**

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### **Summary**

A Sales Management professional with 7 years of significant experience in sales, market expansion, providing exceptional customer service and working with local and regional office to achieve sales targets. Expert at customer relationship management, determining their business needs and aligning those with my company's sales objectives. High achiever with being recognized as Sales man of the month on multiple occasions.

### **Experience**

#### **Area Sales Manager**

**CopperGat, Peshawar, KPK**

*April 2022 – Present*

A fast growing privately owned, energy efficient industrial and residential electrical wire company.

- Generate sales leads, understand customer needs and provide customer service.
- Research demographic profiles to identify growth opportunities.
- Develop, maintain and execute marketing plans and measure effectiveness.

#### **Sales Executive Manager**

*Nov 2019 – Jul 2021*

**Vivo Mobile, Peshawar, KPK**

A multinational technology company that designs and develop smartphones, smartphone accessories and softwares.

- Responsible for wholesalers' wise sales targets for the region.
- Responsible for the sustainable growth in the assigned territory.
- Prepare and implement market visit and route to Market plans.
- Develop and strengthen relationship with existing and potential dealers/retailers.

#### **Dispatch officer**

*Jan 2014 – Oct 2019*

**CSH Pharmaceuticals, Peshawar, KPK**

A private pharmaceutical manufacturing company based in industrial estate, Peshawar

- Responsible for maintaining records of all the materials purchased and inventory shipped out.
- Maintain and communicate operational objectives, changes, and updates on new services and procedures.
- Keeping records of stock levels and placing orders for materials to ensure efficiencies in production.

#### **Office Manager**

*Mar 2011 – Aug 2013*

**Al Hamid Minerals. Peshawar, KPK**

A private mining firm with annual revenue of more than PKR 1billion.

- Responsible for procurement of machinery needed for excavation of mineral stones.
- Maintaining payroll of labor employed at the Mines.
- Keeping up with day to day office needs like arranging client meetings, staff needs etc.
- Developing and maintaining staff schedules and providing administrative support to the CEO
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### **Education**

**Cecos University, Peshawar, Pakistan | MBA,**

*Mar 2009 – Jun 2011*

Concentration in HRM | Research on Economic Value Added

**Govt Science Superior College, Peshawar, Pakistan | BA,**

*Nov 2006 – Dec 2008*

### **Skills**

- Strong Communication, Business Strategy Development, Territory Development, Distribution Management