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**SUMMARY**

9 years of experience as a Sales Executive. Results­driven achiever and effective team leader with exceptional interpersonal skills. Highly flexible and adaptable performer; adept at multi­tasking and thriving in a fast­paced environment while coordinating numerous time­sensitive projects. Able to work on own initiative and as well as a part of a team.

**CORE COMPETENCIES**

Microsoft Excel, Microsoft Word, Microsoft PowerPoint, Written Communication, Time Management, Problem Resolution, Organizational, Self Starter, and Positive Outlook.

**PROFESSIONAL EXPERIENCE**

# Marketing And Sales Executive

**ABC Corporation ­ March 2008 – September 2016**

**Key Deliverables:**

* Managed sale team, for achieving assigned targets of wireline &amp; wireless data products.
* Managed &amp; assist franchisees and distributors for sales target achievement.
* Developed &amp; managed retailers (product availability, product visibility).
* Managed companys promotional activities (kiosk activities, door­to­door services) compliance with franchisee and affinity partner to bridge company policy to increase in business.
* Achievements active sale person award 2012­2013 for wireless data products.
* Retailers added/ introduced for wireless data products sales on personal relationships.
* Successfully achieved wireless &amp; wireline products targets for 2008­2016.

# Asst. Manager Business Development

**ABC Corporation ­ September 2007 – February 2008**

**Key Deliverables:**

* The company specializes in the supply, installation, commissioning of telecommunication systems as well as the supply of trained manpower to the telecommunications industry around the world.
* Main areas of activity are turnkey contracting for networking &amp; system application, inventory handling, and local importation and other services covering the majority of areas concerning telecom service integration.
* Major responsibility broadband wireless access solution (point­to­point (backhauling) and point­to­multipoint solutions) sale to ISPS and private network operators digital cross­ connect (DXX Tellabs) sale to PTCL, PAKTEL, Mobilink, u­fone, comsats, antenna, cable and installation materials (argus Australia) supplies made to telecommunication companies (Mobilink, u­fone, carrier telephone industries (CTI), Motorola, PAKTEL) etc.

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* Identify potential new clients, segments and business opportunities that are in line with the company business strategy.
* Responsible and accountable for the coordinated management of multiple related projects directed toward strategic business and other organizational objectives.
* Direct the coordination of all implementation tasks involving third­party vendors as well as provide consultation to clients on system implementation.
* Created a robust business development plan to engage markets and meet bookings, sales, cash, and profit objectives after identifying business unit operating plan deficiencies and initiating market surveys/analysis.

**EDUCATION**

* Master in Business Administration (MBA) in Marketing ­ 2006(Preston University)Bachelors in Commerce in Commerce ­ 2005(Federal Government Commerce College H­8/4 Islamabad)Intermediate in Computer Science in Computer Science ­ (Institute Of Advanced Technologies, Islamabad)