



## Ghazanfar Ali Shah

### Contact

---

**Address**

Al Bafta Building Flat 203 deria  
Dubai, UAE

**Phone**

0569562321

**Email**

ghazanfaralishah@icloud.com

**LinkedIn**

[www.linkedin.com/in/ghazanfar-ali-shah-1361a555](http://www.linkedin.com/in/ghazanfar-ali-shah-1361a555)

### Additional Skills

---

- Microsoft Office
- Microsoft Windows
- ERP
- POS
- SAP

### Professional Summary

---

Strongly dedicated and reliable IT sales and support executive with an outstanding client satisfaction history and superior work ethic. Especially skilled at maintaining superb relationship networks with clients, vendors, and all levels of staff with a high degree of courtesy and professionalism.

### Work Experience

---

April 2019 to December 2021

**InfoServices Karachi**

IT Support and Business Development Executive:

- Developed, coordinated and implemented sales strategies that identified and produced new business into different markets.
- Selling IT software, Hardware, Laptops, Accessories and cloud solutions.
- Produced new revenue opportunities by selling IT solutions, Cloud product, Licenses and Managed services offerings to new clients.
- Coordinated with brands like WD, Dell, HP, Linksys, Dlink, Acer and more

March 2012 to December 2019

**Sharaf Dg Dubai**

Senior IT Sales and Support Executive:

- On floor sales and merchandising to ensure the maximum customer satisfaction by addressing customer queries and by providing high quality technical and non-technical support and Maintained records of monthly sales such as accessories, extended warranty, Dg shield and ensured monthly targets are achieved 100%.
- Trained by companies like Apple, Acer, Hp, Lenovo, Toshiba, Honor, Westen Digital, Linksys and so many more at Sharaf Dg Head office.
- Assisted customers in cashiering with the benefits of flexiPay Installment Plans and convinced them to be Dg Member which gives them more privileges and benefits.
- Inventory operations ( ERP and SAP) to make the product available, in case of unavailability convinced the customer for brand promise.
- Troubleshooting any hardware and software issues faced by clients.

February 2007 to December 2011

**Vakson Real Estate LLC Dubai**

Sales Executive:

- Accomplished Real Estate Sales and leasing Agent with proven sales track record. Able to generate own business through aggressive prospecting and networking. Successful in closing business, working with owners and building management, and developing long term relationships with clients.
- Cold calling in order to reach to customers and introduce

properties which they might be looking for to buy.

## Education

---

January 2003 to December 2006

**Mehran University of Engineering and Technology  
Hyderabad**

● Bachelor's in Computer Systems Engineering.

## Languages

---

English — Fluent

Arabic — Basic( Read and Write)

Hindi/Urdu — Proficient