

Zaighum Ali

Career Summary

Experienced Assistant Key Account Manager with a demonstrated history of working in the automotive industry. Strong sales professional with a Master degree focused in Marketing

Personal Information

Father's Name	Shahid Iqbal
CNIC NO.	33102-3387020-3
Gender	Male
Country	Pakistan

Contact Details

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Education Background

Qualification	Marks/CGPA	Year	School /College	Board / University
MBA (Marketing)	3.21/4	2018	Tips college	G.C University Faisalabad
B.Com	781/1500	2013	Commerce college	University of the Punjab
I.Com	634/1100	2011	Govt.S.S.H.S. School	B.I.S.E Faisalabad
Matriculation	723/1050	2009	Punjab school	B.I.S.E Faisalabad

Experience

1. CARFIRST (Sep2019 to present)

Location: College Road FSD

Job Role: Assist. Key Account Manager

- Visit different showroom and try to get them on board.
- Collect deposits and make shower they take participation in live auction not only in FSD vehicles but also in other regions vehicles .
- Solve Dealer problems related to auction and after sales QC differences.
- Analyze and understand on which inventory Dealers work.
- Team Handling
- Achieve monthly target.

2. DUBAI ISLAMIC BANK (2 year)

Location: Satiana Road FSD

job Role: Relationship officer

- Responsible to explore new client as well as building relationship with existing client.
- Responsible for negotiating with client.
- Develop and implement sale strategy and analysis of sale strategy against goals.
- Analyze and understand customer requirement.

Projects

- **Project report on Brand :** Role of brand and its extension in Pakistan.
- **International business:** How international organization working in Pakistan
Visits: Toyota motor Sargodha road and canal road Faisalabad.

- **Customer behavior:** Marketing segmentation of products?

Visits: Shoes manufacturing and sale companies: Bata ,Raja Rani, Logo

Car manufacturing and sale companies: Toyota motors Sargodha and canal road Suzuki motors and Honda canal Faisalabad.

Interpersonal and professional skills

- Follow instruction
- Takes responsibility
- Good communicator
- Microsoft excel
- Microsoft word
- Microsoft PowerPoint

Personality Traits

- Honest
- confident
- Self motivated
- Multitask

References

Reference will be furnished on demand.