

# Asfand Yar Wali

## Business Management Expert



A results driven, committed and articulate Business Manager with excellent communication skills and a high level of customer commitment. Multi-skilled with the ability to plan & manage territory whilst and maintaining & developing existing and new customers through ethical sales methods and consistent high customer service. Possessing a good team spirit, deadline orientated and having the ability to succeed in a demanding sales environment. Now looking forward to a making a significant contribution in a ambitious and exciting company that offers a genuine opportunity for progression.

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## WORK EXPERIENCE

### Brand Ambassador Lime Concepts

06/2018 - 03/2021

Bahrain City Center, Seef Area,  
Manama, Bahrain

Lime Concepts is a company based in Dubai that is an exclusive Manufacturer for Hyphen and distributor for Adam elements, and multiple Brands & Products. Worked as a Brand Ambassador to help grow their brand recognition in VRIGIN MEGASTORE BAHRAIN.

#### Achievements/Tasks

- Working as part of the sales team to develop both new and existing markets.
- Identifying and then researching potential leads and opportunities.
- Collecting all the information required to create a request for an estimate.
- Writing accurate & informative sales reports and documentation.
- Evaluating competitor activity and developing appropriate responses.
- Liaising with customers & the dealer network to answer and resolve their queries.
- Involved in developing sales & pricing strategies.
- Involved In RTV & Stock Inventory Related Tasks.
- Have a professional style of communication & ability to build rapport with prospective customers.
- Maintaining high levels of product and customer knowledge and participating in training programmes as appropriate.

Contact: Abdul Wahab, Line Manager - Abdul@Limeconcepts.ae

## LANGUAGES

English  
Full Professional Proficiency

Arabic  
Professional Working Proficiency

## SKILLS

Analytical Skills



Call Center



Collaboration



Creativity



Customer Service



Data Entry



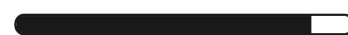
Entrepreneurship



Management



Marketing



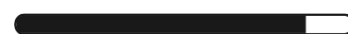
Negotiation



Organizing



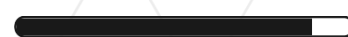
Personal Accountability



Planning



Promoting



Result Orientation



Virtual Assistant



## WORK EXPERIENCE

### Line Manager

#### A.A Rent A Car

03/2017 - 04/2018

Salmabad, Bahrain

A.A Rent a car has a reputation for excellence and value across the Kingdom Of Bahrain. The Reputed Company rents Cars & Vans to the potential Clients over all Bahrain.

##### Achievements/Tasks

- Explaining Rental vehicle features, controls, accessories and benefits to customers.
- Conducting daily and weekly sales meetings with showroom sales staff.
- Determining individual and team sales goals.
- Arranging for vehicles to be delivered to customers on time.
- Developing and coordinating best practice for the most efficient and effective sales and customer service approach to staff and drivers.
- Understanding of all applicable laws governing the rent of a vehicle.
- Developing, implementing and maintaining a business plan for the Organization.
- Managing the daily activities of the vehicles Rented to the potential customers.
- Enforcing the companies policies, principles, and procedures.
- Identifying then addressing team training and development needs.

Contact: Ali Hussain - +973 39000199

## EDUCATION

### Higher Secondary Certificate

#### SRE Majeed College

05/2011 - 04/2013

Stadium Road, Karachi, Pakistan

##### Courses

- Pre - Engineering

### BSc - Business Informatics

#### Institution/Place of Education

09/2017 - 06/2021

Salmabad, Bahrain

##### Courses & GPA

- |             |              |
|-------------|--------------|
| • 3.45 CGPA | • IT         |
| • Business  | • Management |
| • Marketing | • Finance    |
| • Accounts  | • Java       |
| • PHP       | • Economics  |

## FREELANCING & PART-TIME EXPERIENCES

### Gallure (03/2012 - 06/2017)

Promoted Many events like Nestle , Mystery Shopper for Zain , Viva MNP , Indian Property show 2014

### BIC - Bahrain International Circuit

Responsible for VIP delegates, F1 Drivers.

### Ministry Of Tourism

Team Leader for multiple Ushers.

## TECHNICAL SKILLS

Advertising

Amazon Account Management

Amazon FBA Wholesale

Audience Targeting

Branding

Email Marketing

Ms Office

Social Media Marketing

WordPress Optimization

## INTERESTS



Cars Modification



Books



Music



Football

## PERSONAL INFORMATION

### Date of Birth

27th May 1993

### Driving License

Valid Driving License

### Gender

Male

### Marital Status

Engaged

### Nationality

Pakistani

### Religion

Islam