

AIMAN DAUD

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OBJECTIVE:

I am an MBA with 6 years of sales and marketing experience. I'm an organized and creative professional with proven knowledge about sales and negotiation as well as excellent communication, interpersonal with Strong analytical skills. Recently working as Asst. Manager Sales in OTC FZC and OTC Pakistan, dealing with cement Division along with reaping a loyalty of customers. Currently, looking for a position with an organization where I can utilize my skill set and knowledge to increase company profitability.

PROFESSIONAL EXPERIENCE

Asst. Manager Sales: (Present) OTC& OTCFZC (CEMENT DEVISION) January 2021 to Present

Key Achievements:

- Managing and establishing the international cement clients.
- maintaining and increasing the Business ratio.
- cold calling and visit the customer place when needed.
- Maintaining relationships with larger clients by providing information, support and guidance
- Preparing reports by collecting sales information and statistics.
- Planning and executing solutions for the sales team to deliver to customers.
- Track the progress of weekly, monthly, quarterly and annual objectives
- Coordinate daily customer service operations (e.g. sales processes, orders and payments).

Asst. Manager Sales: Jan2017 -2020

Key Achievements:

- Trained new members of the sales force – Monitored the performance of different personnel associated with a project and compare it with month's objectives.
- Mentoring sales team members and outdoor visit like coca cola, fauji fertilizer, fatima, dg khan cement etc
- Acted as key point of contact for the company, ensured a high standard of customer service by discussing technical problems or repairs required and recommending suitable products.
- Represented the firm at sales shows and exhibitions.
- Identifying business opportunities with current and prospective customers.
- Analyzing opportunities by researching the industry and market trends
- Maintaining relationships with larger clients by providing information, support and guidance
- Preparing reports by collecting sales information and statistics
- Planning and executing solutions for the sales team to deliver to customers.
- Established 20 new named accounts in 2017 and generated 70% in new business revenue.
- Achieved monthly/quarterly revenue targets.

Senior Sales Executive (OTC) Lahore (Trading Division) OCT2015- Dec 2016

Key Achievements:

- Built and retained long-term business relationships with customers.
- Completed and delivered all RFQ's and RFP's within established deadlines.
- Managed a territory exceeding \$1 million in annual sales.
- Increased annual sales by 33 percent within first year.
- Using different marketing strategies and redeveloped business relation with Bestway Cement LTD in 2016.
- Identifies and generates leads through networking, cold-calling and marketing, converting into key accounts.
- Redeveloped customer loyalty with existing accounts bringing the account portfolio close to 95% with Maple Leaf Cement (2016).
- Sourced leads and cold-called to promote the products, and regularly called as well as arranged visits for regional sales engineers both new and existing customers to discuss requirements, negotiate terms and maximize business opportunities.
- Successfully administered an interchange income model which established credibility, removed ambiguity, and increased sales productivity.
- Uses CRM and ERP systems to keep the record safe.

SANATZAR: June 2014 -NOV 2014

Responsibilities:

- Respond to sales queries via phone, e-mail and in writing.
- Online advertisement of student's activities and events, managing office work, consolidate student list. Communicating and answering queries by e-mail and telephone.

Key Skills

- MS Word, Excel, Power Point, Microsoft office Visio, SPSS statistics, Event management, Office management, Conflict management, social media campaign designing.

EDUCATION

University of Central Punjab, Lahore NOV, 2015

MBA (3.5 years) CGPA (3.03)

Major: Marketing (Brand, E-marketing & social media, Global marketing, Services marketing).

COURSES AND CERTIFICATIONS

<p>October 2018</p> <p>HSK (1) Chinese Language course diploma</p>	<p>May 2018</p> <p>POGEE 16TH International Exhibition for the Energy Industry.</p>
<p>May 2016</p> <p>Workshop on Application and Operation of Progressing Cavity Pumps & Rotary Lobe Pumps.</p>	<p>JUNE 2014</p> <p>Certificate of (VIS), University of Central Punjab</p>

INTERESTS AND HOBBIES

Reading books, volunteer working, social networking.

REFERENCES

Will be furnished upon request.

