

# Muhammad Ameen

Territory Sales Manager

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📍 House no. 3528 Mehboob Colony, Post Office Timber market, Multan, Pakistan

## WORK EXPERIENCE

### Territory Sales Manager - Lubricants Be Energy Limited

03/2021 - 06/2021

*Achievements/Tasks*

- Develops business plans, sales process and strategy for the market and ensure attainment of company sales goals and profitability. Makes and submits monthly customer wise sales plan. Obtains competitive advantages of branded lubricant products. Managing Portfolio of 60 plus customers from retail and industry. Achieving sales targets with maximum profitability by selling at premium prices.

### Area Sales Executive - Lubricants OTO Pakistan

04/2019 - 03/2021

*Achievements/Tasks*

- Launched LUKOIL in designated territory and worked on uplifting of sales. Conducted market research to identify selling possibilities and evaluated customer needs. Actively sought out new sales opportunities through cold calling, networking. Negotiated/closed deals and handled complaints or objections. Collaborated with team members to achieve better results.

### Market Research & Development Supervisor Pepsi - Shamim & Co

06/2018 - 04/2019

*Achievements/Tasks*

- Supervised activities in research and development department. Determined shared volume in market by conducting market surveys. Identified new business opportunities. Pre sale audit by checking discounts. Gathered data of all CSD shops and captive shops.

## EDUCATION

### Bachelor of Information Technology Bahauddin Zakariya University

11/2012 - 08/2017

### Intermediate Pre Engineering BISE Multan

08/2008 - 08/2010

## SKILLS

Business Development

Analytical

Communication

Flexible

ATL, TTL, BTL Activities

Presentation

## LANGUAGES

Urdu

Full Professional Proficiency

English

Full Professional Proficiency

## INTERESTS

Current Affairs

Climate Change & Global Warming

Oil and Gas news