

# TANVEER RASOOL

Sales & Business Development & Retail



## TANVEER RASOOL

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New Area Sarai Alamgir Jhelum,  
Pakistan 50000

August 21, 1979

LTV

Male

Pakistan

Married

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## LANGUAGES

ENGLISH

TURKISH

URDU

## HOBBIES

- Traveling
- Experimental Cooking
- Capturing Happy Memories
- Reading

## INTEREST

- Sustainability
- Gardening
- Block Chain Technologies
- Ancient History
- Hiking

## SUMMARY

A dedicated detail oriented sales & Marketing & business development highly regarded for providing excellent service as member of professional sales team out of the box thinker who diligently addresses operational issues and ensure continued productivity, known of superb work ethic, strong attention to detail, and the capacity to strictly enforce safety regulations and corporate policies. Recognized as well as organized, demonstrating self-motivation, perserevance and flexibility to ensure professional results exceed all expectations.

## EDUCATION

### Matric

Government High School ,SaraiAlamgir Gujrat 1994-1996

### Intermediate

Government High School ,SaraiAlamgir Gujrat 1998-1999

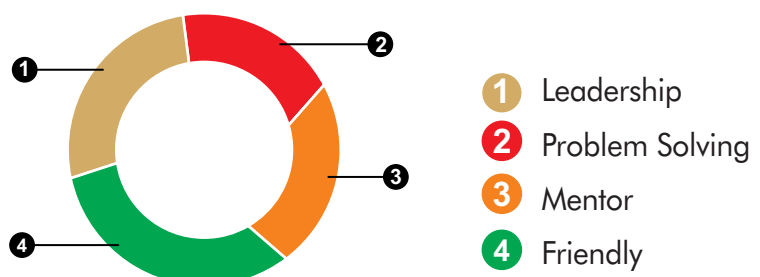
### Bachelor of Art

Punjab University , SaraiAlamgir Gujrat 2000-2002

### Professional Selling Skills Course

Akzonobel Pakistan 2013

## MY TIME LINE



## EMPLOYMENT

Senior Sales & Marketing Executive 2021  
**MARWAT GROUP M ZOL OIL & CHEMICALS Pvt. Ltd.**

### Key Duties

- Develop a specified territory by identifying and targeting prospects through cold calling, Tele prospecting and direct mail campaigns.
- Participate in business Plan and sales strategy to ensure attainment of company sales goals and profitability
- Manage assigned territory to sure achievements of agreed targets/ KPI's
- Implement different source of promotional campaigns payment collection sale discounts as per company policy.
- Accute focus on KPI's to increase sales according company's objective from existing and new perspective accounts.
- Researching planning and implementing new target market initiatives.
- Present sales presentation and proposal and prospects and identifying positive and advantages of our completion.
- Maintain Good Relation with retail and high Street customer

## COURSE

- Basic Office Assistant Course
- Word, Excel, Powerpoint

## SKILLS

- Business Development
- Decision Making
- Active Listening
- Negotiation
- Digital Marketing
- Problem Solving
- Prospecting
- Product Expertise
- Customer Services
- Creative Thinking
- Social Media Marketing
- Challenger Selling
- Adaptability
- Relationship Building
- Closing
- Following up
- Strategy
- Retail Sales
- Corporate Sale
- International Sales
- Multitasking
- Google Analytics

## SOFT SKILLS

- Verbal & Written Communication
- Flexibility
- Time Management
- Attention to detail

## PASSION

- Petrol Head
- Cooking
- Alleriline Sports

## QUALITIES

- Motivated
- Detail Oriented
- Loyal
- Good Listener
- Ambitious
- Hard Work
- Confident
- Committed
- Attentive
- Passionate

## Business Development Executive

Gujrat, MBD, AK

### ASKAR 1 PETROLEUM PVT. LTD

2016-2020

- Key duties
- Managing Successful execution of product "Petrol" Diesel Lube to petrol station in assigned territory and regular checking and developing new retail outlet indirectly.
- Identify and analyze market and customer demands guest of business development
- researching potential new leads and keeping on top of developments in the industry
- contacting prospective clients through a variety of mediums – this could include reaching out on social media, phoning, emailing or meeting in person
- working with other teams and colleagues to help align offerings with the needs of clients
- keeping on top of administrative tasks
- Periodical visits to all the retail station on Monthly Basis, Liaison with Government Department on company matters.
- Developing and managing new business relationship with business dealers alliances partner to promote and achieve the company sale profit, target and try to substantiate sales progressing and ensures dealer to achieve the sales target.

## Business Development Executive

Jhelum, AK

### PAK HY OIL & CHEMICALS PVT. LTD

2015-2016

- Setting sales goals and developing sales strategies.
- Researching prospects and generating leads. Contacting potential and existing customers on the phone, by email, and in person.
- Handling customer questions, inquiries, and complaints.
- Preparing and sending quotes and proposals. Managing the sales process through specific software programs.
- Meeting daily, weekly, and monthly sales targets.
- Participating in sales team meetings.
- Present sales presentation and proposal to prospects, identifying positive features and advantageous of our services and those of our completions.
- Monitor market trends and competitor activity in assigned territory
- Achieving & exceeding assigned targets monthly/quarterly by dealers..
- Establish & promote business relationship with dealers/ customers to provide customers services
- Identifies and analyzes markets and customers demands to guest up business development
- Building partnerships, earning trust, managing pipeline, prospecting, networking, negotiating
- Contract terms, and enhancing brand awareness

## Sales & Marketing Specialist

### ICI DULUX AKZONOBEL PVT. LTD

Kharia, Gujrat, MBD 2013-2015

- Research and recommend prospects for new business opportunities research and analyze sales options
- Build and maintain relationships with clients and prospects
- Stay current with trends and competitors to identify improvements or recommend new productsCollect and analyze information and prepare data and sales reports
- Attend workshops to learn more technical and professional skills for the job
- Build and maintain professional networks meet with potential clients to determine their needs
- Management the assign territory to make assure achievement of agreed sales targets.
- Exploring new markets and customer opportunities analyzes territory problems, with action plan for development good positive relation with dealers and retailers.
- Development of business for growing sales volume with continuous focus on growth of retailer addition ensures achievement of targets.

## Sales & Business Development Specialist

### EFU LIFE ASSURANCE

Jhelum 2013-2015

- To make cold calls ,prepares proposals as per customer requirements negotiate with customers & finalized deals timely execution of jobs &effective collection of payments
- Work on development for financial services sales and promote new promotions.
- Strategy and business planning marketing and communication supporting company business
- Plan effectively and achieve the sales target.
- Analyze and understand clients' needs and requirements to reach the highest service level quality build positive and long term relationship with clients by maintaining trust to ensure customer loyalty
- Call on prospects to deliver and explain policy to analyze insurance programs additions or changes.
- Maintain positive client relationships with current client base and upgrade clients.
- Promote a positive and professional sales attitude in the office and ensures higher standard required by shared it for customer service.

## Sales & Marketing Executive

### ASTRO DEVELOPERS & ENTERPRISES

Girne, Cyprus 2003-2007

- Assisting clients to make sound property-purchasing decisions.
- Finding clients in need of consultancy services through cold-calling, advertising, and business presentations. Searching for opportunities, meeting the international sales quotation and annual targets
- Consulting with clients to identify their needs, preferences, and financial concerns.Maintaining an extensive database of all properties for sale.
- Developing strategies to increase the value of properties for clients looking to sell.Conducting negotiations with real estate agents on behalf of clients.
- Communicating with legal counsel to prepare sale and lease documents.
- Maintaining the interactions with the active foreign clients and identifying new clients as well as new business possibilities
- Up holding the sales reports and records and their important documents of the international clients.
- Providing outstanding and special services to the international clients

## Key Strengths & Competencies

- Innovation, ability to think out of the box in developing solutions, strong business focus.
- Customer Services Skills, Result-orientation. Proven ability to achieve challenge deadlines
- A Commercial minded capable to build new business and communicate efficiently at all levels
- Ability to make decision with integrity that supports organization guidelines and makes good business sense, and capable of analyzing.
- Aptitude for problem solving, ability to determine solutions for customers.