



## **Talha Bin Waheed**

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**Address: House # 142, C-Block, Audit and Accounts Society Phase-1, Lahore.**

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### **Summary**

Senior Sale Executive with over 3.9 years of experience in Changhong Ruba Trading company.. Excellent reputation for resolving problems and improving customer satisfaction.

### **Education: -**

**MBA (Marketing)**

COMSATS Institution of Information & Technology, Lahore Campus

### **Work Experiences: -**

**Senior Sale Executive – (SEPT 2020 – August-2022) at Changhong Ruba (Pvt.) Ltd.**

- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitor
- Sells products by establishing contact and developing relationships with prospects; recommending solutions
- Translate data into actions to support company initiatives and decisions.
- Maintains relationships with dealers by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Coordinated with operations, client service and execution departments to ensure the client receives the promised deliverable within the stipulated time frame.
- Responsible for daily, weekly sell in reports & secondary sales data product wise.

## **Retail Marketing Executive – (DEC 2018 to AUG 2020) at Changhong Ruba (Pvt.) Ltd.**

- Consulted with customers to understand their desires and suggest the best products to meet their needs.
- Continuously classified and filed records to keep the system efficient and all information organized.
- Research and analyzing data to identify and define audiences
- Planned and Conducted promotional activities.
- Maintained Product Display at Dealer's Floor.
- Planed and conducted Product Trainings for Dealers.

## **Intern – (year 2014) at Prime Telecommunication PVT.**

- Internship at Finance Department (45 Days)

## **Intern – (year 2012) at PTCL**

- Internship at Finance Department (45 Days)

## **Strengths: -**

- Honest and Integrity
- Goal oriented, results achiever
- Maintaining professional behavior, attitude and appearance at all times
- Quick learner and hardworking

## **Skills: -**

- MS-Office (Word, Power point & Excel).
- Client Nurturing

## **Languages and Interests: -**

- I can speak **Urdu** and **English**.
- Learning new Skills, Human Interaction and Surfing the web.

## **Personal information: -**

- Date of Birth: 22 OCT 1988
- Religion: Islam
- Marital status: Married

## **References: -**

Will be furnished when requested.