



AZMAT ALI

SALES MANAGER

PROFESSIONAL SUMMARY

+971-544657363
azmatrao82@gmail.com
Dubai-UAE
29-SEP-1982
Own Visa, Expiry:
Aug.2025

Dubai Driving license valid till Nov. 2025

Experienced Sales Manager with a proven track record of consistently exceeding targets. Adept at leading high-performance teams and implementing effective sales strategies. Skilled in identifying market trends, cultivating client relationships, and driving revenue growth. Strong communicator and motivator, dedicated to achieving exceptional results while maintaining a customer-centric approach.

LANGUAGE

- English, Urdu, Punjabi

EDUCATION

Graduation

SKILLS

- Sales Planning & Implementation
- Hiring & Recruiting Skills
- Problem-Solving
- Analytical Skills
- Time Management
- Effective Communication
- Motivating the Team
- Organization & Delegation
- Customer Relationship Management
- Sales & Marketing
- Leadership Development

ACHIEVEMENTS

- Recruited and developed Sales Managers and 250+ Sales Team
- Extended Business distribution Channel/Branches to over 5 Cities
- TOP Branch Manager of Pakistan in 2017
- Top Branch Manager of Pakistan in 2018 by an Increase of 41%
- TOP Group Manager of Pakistan in 2020
- Top Zonal Manager in Pakistan in 2021
- Achieved 100% Sales Targets Every Year
- Achieved 100% Renewal business Achievement by CRM

EXPERIENCE

Zonal Manager

Aug 2016 - Present

IGI life Vitality (Formerly ALICO)

- Strategic Sales Plans: Design and execute sales strategies for market share growth and productivity enhancement.
- High-Performing Teams: Lead and mentor sales teams across multiple cities, driving excellence and results.
- Effective Brand Promotions: Launch cross-platform promotions to build lasting client connections and brand loyalty.
- Expansion Leadership: Oversee successful new office openings, pivotal in expanding business reach.
- Innovation and Relationships: Introduce innovative programs to boost sales and customer satisfaction, while fostering enduring client engagement.

Assistant Manager

Jul 2014 - Aug 2016

Dawood Family Takaful

- Led impactful brand promotion initiatives, establishing a strong and influential market presence.
- Fostered lasting client relationships through successful cross-platform brand promotions.

Sales Manager

Dec 2012 - Jul 2014

State life Insurance Corporation

Assistant Branch Manager

Dec 2010 - Nov 2012

EFU life Insurance

Operation Manager

TAMEER MICROFINANCE BANK Limited

Feb 2009 - Nov 2010

Assistant Manager Store

SINGER Pakistan

Feb 2008 - Jan 2009

Branch Manager

ASASAH(Microfinance Bank)

Feb 2006 - Jan 2008

Area Manager(NRSP

Bank)

Sept 2005 - Feb 2006

- Real Estate Experience as a Part Timer of 2 years



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