

Aliasgar Z

Head of sales

Over 10 years of experience in sales and operations



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9176871984 📞

Chennai, India 📍

SKILLS

Leadership

Business Development

Strategic Planning

Time management

Revenue Generation

Communication

WORK EXPERIENCE

Business Head/ Venue Manager

School Of Sports

03/2021 - Present

Chennai

Achievements/Tasks

- Responsible for generating revenue for the company in form of new tie ups and partnerships
- Managing team of venue in charges and executives to perform everyday sales and operations
- Seeing through the daily venue operations and sales
- Ensuring the daily weekly and monthly targets are met
- Representing the company in form of client meetings (existing and new)

Assistant General Manager- Pre sales

Vijay Raja Group

06/2019 - 03/2021

Chennai

Achievements/Tasks

- Managing sales team and department which includes lead management, call management and daily, weekly and monthly targets
- Working with Marketing and existing clients to develop a robust pipeline
- Developing a sales pipeline forecasting and reporting framework
- Worked closely with company's VP and JMD to plan and execute product launches, marketing strategies and pricing
- Responsible for training and development along with hiring and client retention

Head of sales and strategic planning

21 North

12/2017 - 10/2018

Chennai

Achievements/Tasks

- Responsible for bringing new business, tie ups with car dealerships, managing existing clients
- Staffed, trained, coached and guided the sales team members and managed the performances as per the requirement
- Developing and continuously improving the sales strategy to ensure continuous growth and revenue requirement of company

Sales and Client relationship Manager

Global Engineering Tools

01/2015 - 11/2017

Chennai

Achievements/Tasks

- Responsible for the revenue generation of the company by bringing new business, managing existing portfolios and clients
- Handled sales and operations team managing the everyday sales targets and operations
- Fostered a robust, sustainable network of builders, leveraging strong listening, presentation and closing skills to optimize sales results despite previously dominant competitor advantage
- Evaluate and reviews customer performance and makes recommendations on pathways to improvement

WORK EXPERIENCE

Credit analyst- Team lead

Commercial Bank of Dubai

04/2009 - 12/2014

Dubai

Achievements/Tasks

- Controlled credit exposure by providing financial order management support to minimize risk and obtain timely payment
- Improved understanding of financial statements, which helped in assessing risk
- Gathered loan documentation for underwriting
- Analyzed customer data such as financial statements to determine level of risk involved for extending credit

LANGUAGES

English

Native or Bilingual Proficiency

Gujrati

Native or Bilingual Proficiency

Hindi

Native or Bilingual Proficiency

Tamil

Limited Working Proficiency

EDUCATION

BA English Literature

Himalayan university

03/2016 - 06/2018

Chennai

Hotel Management

Hi- Tech school of hotel management

02/2006 - 03/2008

Chennai

Commerce

St. Mary's

06/1995 - 06/2004