

# Sajid Sharif

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## PROFESSIONAL OBJECTIVE

Enthusiastic & Self-motivated who enjoys working with people. Polite & outgoing with positive work attitudes. Willing to learn, hardworking, having strong analytical skills, sense of initiative, rigorous and methodical person. Objective to work in an organization which provides opportunities for growth, learning and scope for the implementation of my skills and hence give my best to the organization. To work in an environment which adopts changes and is in continuous strive to develop innovative strategies which gives it a competitive edge in the market. Also to secure a position that is challenging and promises growth in a multifaceted organization.

## PROFESSIONAL EXPERIENCE

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**Company Name:** Haji Faqeer Ghee Industries

**Designation:** Executive Sales Officer

**Duration:** 2011 to 2015

**Designation:** Promoted as Marketing & Sales Manager

**Duration:** 2015 to 2017

Currently working in Red Rooster as Cashier and Delivery Driver in Australia

### Duties are involved during job duration

- Resolve customer complaints regarding sales service
- Direct coordinate activities involving sales of manufactured products, services, or other subjects of sale
- Determine price schedules discount rates
- Review operational records and reports to project sales determine profitability
- Direct, coordinate, and review activities in sales and service accounting and record keeping, and in receiving shipping operations
- Confer or consult with department heads to plan advertising services and to secure information on equipment customer specifications
- Advise dealers and distributors on policies operating procedures to make sure functional effectiveness of business
- Prepare budgets approve budget expenditures

- Represent company at trade association meetings to promote products
- Plan and direct staffing, training, and performance evaluations to develop and control sales service programs
- Visit franchised dealers to stimulate interest in establishment or expansion of leasing programs
- Confer with potential customers regarding equipment needs advise customers on types of equipment to purchase
- Oversee regional and local sales managers their staffs
- Direct foreign sales service outlets of an organization
- Assess marketing potential of new and existing store locations, considering statistics expenditures
- Identifying and Analyzing the Client Requirements
- Interaction with the Client Organization and Present Product Demonstration
- Dealer Handling
- Generating Order and Leads for Business Development
- Collection of Payments
- Appointed Dealers for Generation of Business in Multiple Cities
- Providing Product training to Clients
- Cracking new business avenues through cold call

## **SKILLS**

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- Sales-driven, dynamic, positive, and results-oriented.
- Strong presentation, negotiation, sales and influencing skills.
- Ability to work in stress and deliver as per requirement.

## **EDUCATIONAL QUALIFICATIONS**

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<b>Currently</b>	Master of professional Accounting in Advance University of Wollongong NSW Australia
<b>September, 2015</b>	(MBA) Master of Business Administration (Marketing) Virtual University of Pakistan
<b>September, 2010</b>	(B.Com) Bachelor of Commerce University of Punjab

## **COMPUTER SKILLS**

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- MS Office, Internet Research, E-mail.

## **LANGUAGES**

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- English
- Urdu

## **REFERENCE:**

- Will be furnished on Request /demand.