

MUHAMMAD MOHSIN ALI

Sharjah, UAE

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 LinkedIn  Portfolio

EDUCATION

Barani Institute of Management Sciences (BIMS)

September 2023 - Continue

master of business administration

Allama Iqbal Open University

Bachelor of Arts

EXPERIENCE

Sales Executive and Operations Manager

2018-Currently working

- Working as a Sales and Operations Manager at Al Rabeh Heavy Equipment Spare Parts Establishment in UAE. Boosts the Company's sales by attracting good buyers. I am also actively contributing to the efficient management of various activities within the organization.

Manager and Executive

July 2014 - Sep 2018

- I have played a pivotal role in propelling Seiko Filters to new heights in the market. My impactful contributions extend to representing the company across various countries and spearheading successful launches and distribution strategies for new products nationwide. Regularly visiting the company's potential customers, I found the need for new products in the market and helped the company in launching and distributing it in all the cities of Pakistan.

Call center Agent

July 2013 - Sep 2014

- I offered products and services to retail clients and also assisted in provisioning services for telecommunication clients. During this tenure, I honed my communication and persuasion skills, consistently meeting and exceeding sales targets. My role involved engaging potential customers, providing detailed product information, and tailoring solutions to meet their needs. This experience has not only enhanced my sales acumen but also equipped me with valuable customer service skills.

PROJECTS

- **Expanding Market Share in Dynamic China**

Successfully identified and cultivated a robust portfolio of new clientele in the dynamic market of China. Fostering invaluable face-to-face connections with key stakeholders and investors. The personalized engagement not only solidified relationships but also culminated in securing lucrative deals, marking a significant milestone in expanding our market share and fortifying the company's foothold in the thriving Chinese business landscape.

- **Dynamic Leadership in Oman**

Stepped into the role of Manager at the OMAN branch, leading initiatives to expedite sales, forge new customer relationships, and present innovative benchmarking ideas. Conducted comprehensive training sessions for new staff, fostering a dynamic workforce. These efforts not only propelled sales growth but also solidified the company's position as a key player in the Omani market.

- **Strategic Market Expansion: Navigating and Innovating in Pakistan**

Hosting in-depth meetings with existing and potential clients. Recognizing an unmet demand, I facilitated the successful launch and widespread distribution of new products throughout Pakistan. This strategic alignment with market needs not only fortified the company's position but also elevated customer satisfaction. By proactively expanding the product portfolio and ensuring targeted outreach, I played a crucial role in advancing the company's foothold in the whole of Pakistan.

SKILLS

Sales and Marketing Strategy, Operations Management, International Business Development, Customer Relationship management, Team Leadership and Training, Market Expansion and Penetration, Project Management.

INTERESTS

Leadership Development, Market Expansion Strategies, Continuous Learning in Business