

# ZULKIFUL MANSUR

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## PROFESSIONAL SUMMARY

Motivated account manager excited to bring talent and expertise in B2B sales to growing your organisation. Highly skilled in creating sales presentation to guide decision-making and using persuasive techniques to overcome objections. Accomplished in developing effective sales plans to achieve long-term account and business growth.

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## CONTACT

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## WORK HISTORY

### **Brand Ambassador, 01/2022 - Date**

#### **Cube Marketing - Manchester, United Kingdom**

- Maintained up-to-date knowledge of industry trends, consumer behaviour and competitor activity to develop effective sales initiatives.
- Delivered professional sales presentations, creatively communicating product quality and market comparisons to prospective clients.
- Qualified prospects to determine future sales possibilities and improve conversion efforts.

### **Returns Processing, 08/2021 - 12/2021**

#### **Boohoo - Burnley, United Kingdom**

- Processing of returned items from customers

### **Account Manager, Commercial Banking Division 02/2018 to 07/2021**

#### **Guaranty Trust Bank PLC - Abuja, Nigeria**

- Effectively communicated with clients using well-developed interpersonal skills, helping to improve relationships and rapport.
- Articulated and demonstrated product concepts and offerings to clients in easily understood terms.
- Built and strengthened relationships with new and existing accounts to drive revenue growth.
- Identified new business opportunities through cold calling, networking, marketing and prospective database leads.
- Resolved issues quickly to maintain productivity goals.

### **Assistant Engineer, 01/2015 to 10/2015**

#### **Ministry Of Work and Housing Katsina State - Katsina, Katsina**

- Followed up with external contractors, project owners and stakeholders to gather information and resolve issues.
  - Used Ansys and AutoCad to draft assemblies, models and technical drawings.
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## SKILLS

- Sales
  - Product knowledge
  - Fluent in English
  - Account reconciliation
  - Account management
  - Financial reporting
  - Month-end reporting
  - Data entry
  - Budget management
  - Customer service
  - Prospecting
  - Complaint resolution
  - Proficient in Microsoft Excel
  - Proficient in Microsoft Word
  - Proficient in Microsoft Power point
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## EDUCATION

### **Bachelor of engineering, Mechanical Engineering , 07/2014**

#### **University of Sunderland - Sunderland, SND**

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