



Zulqarnain Mohammad Zulfiqar

Skilled Sales Professional



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Zulqarnain-Malik



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Why *Zulqarnain Mohammad Zulfiqar*?

- Highly skilled sales professional with more than 5 years of extensive sales experience in automotive industry. Possessing strong commercial acumen and expertise in transforming analytical results into actionable and business relevant recommendations along with excellent international exposure
- Result-driven individual, highly skilled in sales operations with thorough knowledge of channel & international sales, new business development, sales forecast & analysis and business relationship management; moreover, proficiently implements internet marketing and strategic sales plans
- Innovative problem-solver, detail-oriented and analytical organizer with ability to identify problems, research solutions, make effective decisions and implement policies. Has demonstrated effectiveness in managing people, systems, resources and finances while meeting corporate goals. Proficient interpersonal communicator, adept in database management, CRM, pricing analysis, vehicle leasing, business reporting and international sales
- Performance-oriented professional with proven track record of key account management, enhancing service levels, improving workflow processes and managing profitable relationships with stakeholders. Has strong problem-solving skills and operational expertise in fast paced corporate environment

CORE STRENGTHS & ENABLING SKILLS

- Sales Operations Management
- Sales Planning & Forecast
- Revenue Maximization
- Service Management
- New Business Development
- Key Account Management
- International Sales
- Pricing Analysis & Vehicle Leasing
- CRM & Business Reporting
- Internet Marketing
- Communication Skills
- Presentation Skills

PROFESSIONAL EXPERIENCE

Auto World, Yanbu, KSA

Working as "*Regional Leasing Supervisor*", August 2012 – Present

Responsibilities/Accomplishments:

- Successfully handling regional leasing operations of the company, designing & implementing excellent quality standards to enhance service quality & customer satisfaction. Efficaciously increased sales revenue by 77% Between 2012-2016.
- Introduced and planned online marketing campaigns to expand client reach for business revenue enhancement, expanded corporate clients' base in the region. Successfully closed corporate sales deals of Madina airport & Aramco projects, as a result of efficient follow up successfully closed deal Al-Turaif in KSA and efficiently increased region's fleet from 200 vehicles to 850 vehicles from 2012 to 2016

Hanco, Yanbu, KSA

Worked as "*Senior Sales Executive*", June 2011 – August 2012

Responsibilities/Accomplishments:

- Effectively assisted department manager in leasing, car rental and fleet management operations, provided assistance in development and execution of programs designed to serve corporate clients for local and multi-national companies
- Handled sales operations, maintained records, performed presentation of key insights and periodically reported to department manager

PROFESSIONAL QUALIFICATION

- **Virtual University, Lahore, Pakistan** (2008 – 2012)
Bachelor of Business Administration