

WASIM ANJUM



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Results-oriented sales representative for over 15 years with 5 years of experience as a sales supervisor for supplies and products. Skilled at maintaining profitable client relationships and developing ambitious sales targets.

Skills

- ❖ Market research & analysis
- ❖ Interpersonal & collaborative skills
- ❖ Organizational & time management skills
- ❖ Time management skills
- ❖ Lead qualification & prospecting

PROFESSIONAL EXPERIENCE

SALES SUPERVISOR

WINBOND ELECTRONICS W.L.L. (*DRAGON CITY*) DIYAR AL-MUHARRAQ, BAHRAIN

January 2022–to Present

Key Qualifications & Responsibilities

- Acted as liaison between Company and corporate clients to facilitate and maintain healthy business relationships.
- Checked in on clients on a weekly basis to ensure needs are being met and supplies are being filled.
- Managed database of clients and potential leads in a customer relationship manager (CRM) program.

SALES SUPERVISOR

CMP STEEL PIPE MILL (ISLAMABAD PAKISTAN)

January 2019 – 2022

Key Qualifications & Responsibilities

- Assessed client needs based on current objectives, supply and demand, and seasonable variables.
- Cooperated with the sales and marketing team leaders to determine best products to promote or withdraw.

SALES REPRESENTATIVE (COSMETICS & PERFUME)

AL-MASHHADI GROUP (MADINAH MUNAWARAH, KSA)

January 2013 – 2018

Key Qualifications & Responsibilities

- Assisted mid-level and senior sales representatives in managing client accounts, generating leads, and maintaining customer relationships.
 - Reviewed sales performance for sales division and generated key reports for weekly, monthly, and quarterly meetings.
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SALES REPRESENTATIVE

AL-MUSBAH GROUP (MADINAH MUNAWARAH, KSA)

January 2007 – 2013

Key Qualifications & Responsibilities

- Assisted senior sales representatives in managing client accounts and maintaining customer relationships.
 - Assessed client needs based on current objectives, supply and demand, and seasonable variables.
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SALES SUPERVISOR,

FATIMAH LELAN (SOUTH AFRICA)

January 2004 – 2007

Key Qualifications & Responsibilities

- Checked in on clients on a weekly basis to ensure needs are being met and supplies are being filled.
 - Managed database of clients and potential leads in a customer relationship manager (CRM) program.
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COMPUTER SKILLS

MS – Windows, MS Office (Word, Excel, PowerPoint)

Language Skill:

English, Urdu, Arabic (Fair).

Education

BISE, SARGODHA, PAKISTAN

Higher Secondary School Certificate, 2001

BISE, SARGODHA, PAKISTAN

Secondary School Certificate, 1998
