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Summary

Results-oriented Sales Account Executive focused on maximizing sales by managing all accounts systematically and logically. Committed to ideals of consistency and dedication in order build the most successful business partnerships. Exceptional interpersonal time management and negotiation skills. Over 20 years marketing experience of working in competitive industries and successfully identifying, developing and managing new business opportunities within these markets.

Highlights

- Prospecting and cold calling
- Strategic account development
- Proven sales track record
- Upselling and consultative selling
- Strong interpersonal skills
- Product training and placement
- Formulating quotes
- Demand forecasting
- Persuasive deal closer
- Resourceful and driven

Experience

At Present Working As Sales Manager At Songserm Mena W.L.L. Since April 2023.

Sales Executive : Duct Master & Channels.

05-01-2022 to 20-03-2023.

Sales & Marketing Manager

02-01-2021 to 20-12-2021.

AI - Awami Airconditioning.

Kingdom Of Bahrain

- Answer customers' questions about products prices availability uses and credit terms.
- Work closely with company executives to identify new business opportunities.
- Deliver exceptional account service to strengthen customer loyalty.
- Build a strong network of client-base and scout for new clients.
- Meet clients, understand their needs, and develop relationships.
- Communicate clients' requirement to research and development team.
- Convince clients about the quality, price, and after sales service.
- Provide pre-sales and after sales technical assistance to clients.
- Analyze costs and sales of products and determine manufacturing feasibility.

Sales Manager

02-01-2019 to 25-12-2020

Polar Trading W.L.L

Kingdom Of Bahrain

- Monitored market conditions product innovations and competitor activity and adjusted account sales approach to address latest market developments.
- Addressed customer questions and concerns regarding products prices and availability.
- Consistently secured new accounts resulting in a 30% increase in year over year revenue.

- Provided demonstration to clients and explained products' benefits
- Modified and adjusted products considering client's needs
- Performed market survey and determined the market potential for products
- Developed strategies and initiated several ideas for manufacturing technological products
- Prepared tenders, quotations, and proposals
- Negotiated on sales terms and conditions
- Attended trade shows, meetings, and conferences
- Responded to technical and functional queries of clients

Sales Manager

14-01-2008 to 20-12-2018

Unigulf Airconditioning WLL Kingdom Of Bahrain

- Managed a portfolio of high level accounts which generated \$200000 in revenue per quarter.
- Grew customer base 20% in first six months.
- Wrote proofed and edited sales proposals and correspondence.
- Collaborated with other account managers to prepare and deliver performance updates and quarterly business reviews.
- Experience of territorial marketing, account management and client relations and retention.
- Writing detailed sales forecast report for senior company managers.
- Gathering industry data and analyzing spend patterns to highlight the potential for future growth.
- Communicating new products to potential clients.
- Proven ability to maximize sales opportunities by creating professional sales script and building rapport with potential new and also existing customers.

Sales Executive.

1-6-1999 To 2007 @ ALYAQEEN AUTO PARTS.

Education

Diploma In Microsoft (Delmon Academy)

1999 – 2000

Schooling & Intermediate from Pakistan Urdu School -1999

Personal Details

Driving license: Yes (Since 1999)

Birth Place : Bahrain

DOB: 1980

Languages: English, Arabic, Urdu

Marital Status- Married

Nationality- Pakistan

CPR : 800711840