

HASSAN TARIQ

SENIOR SALES REPRESENTATIVE



OBJECTIVE

To secure a position as a Sales Representative, utilizing my strong interpersonal skills, persuasive abilities, and extensive sales experience to drive revenue growth and exceed sales targets. With a focus on providing outstanding customer service, I strive to contribute to the success of the sales team and positively impact the organization's bottom line.

EXPERIENCE

SALES REPRESENTATIVE / AL MANAZIR TRADING & CONTRACTING, DOHA, QATAR

Sep 2023 – Present

- My role revolved around introducing and promoting our comprehensive range of medical consumables to various facilities.
- Built and nurtured strong relationships with key decision-makers in hospitals, clinics, and private practices, resulting in a robust client base and consistent sales growth.
- Conducted thorough market research to identify emerging trends and customer needs, enabling tailored product presentations that resonated with target audiences.
- Exceeded sales targets consistently, earning recognition as a top-performing sales representative within the company.

SALES REPRESENTATIVE / BOSCH PHARMA, LAHORE, PAKISTAN

Jan 2020 – Aug 2023

- Established effective communication channels with brokers to coordinate tow availability and manage special orders, ensuring smooth transactions and customer satisfaction.
- Demonstrated excellent planning skills by organizing driver itineraries to ensure prompt pickup and delivery of loads, while adhering to safety regulations and government requirements.
- Efficiently managed a heavy daily flow of paperwork, collaborating with accounting departments to resolve invoicing issues promptly and accurately.
- Developed a formidable reputation as a reliable and efficient service provider, consistently delivering prominent levels of accuracy in all tasks and interactions.
- Successfully managed customer calls in a complex and fast-paced dispatching center environment, effectively addressing inquiries and resolving challenges with professionalism.
- Maintained meticulous records pertaining to deliveries and customer receipts, ensuring accurate documentation for future reference and analysis.

CONTACT

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ABOUT ME

I am actively seeking opportunities to secure a position where I can effectively contribute my skills for the growth of the organization and advance my professional career.

EDUCATION

BS TELECOMMUNICATION,

SUPERIOR UNIVERSITY, LAHORE,
Pakistan

INTERMEDIATE PRE-ENGINEERING,
BISE, LAHORE, PAKISTAN

SKILLS

Microsoft Office Self

Motivated

Client relationship management Market
Analyst

Team Building Customer

Satisfaction Project

management Product

Knowledge

Business Development Communication

SALES ASSISTANT/ WILSON PHARMACEUTICAL (PVT) LTD PAKISTAN

July 2015 – Dec 2019

- Exceeded sales goals by effectively promoting assigned products, focusing on generating customer interest and driving sales.
- Provided friendly and efficient customer service, adeptly managing challenging situations, resulting in a 15% increase in sales.
- Demonstrated active listening skills, promptly addressing customer concerns, and resolving issues to ensure customer satisfaction.
- Educated customers about product features and technical details, clarifying any misunderstandings, and emphasizing the benefits to drive product adoption.
- Assessed client needs and recommended appropriate products that align with their requirements, resulting in increased customer satisfaction and repeat business.
- Applied effective selling techniques, active listening, and negotiation skills to engage and communicate with customers, securing sales.
- Implemented and developed strategic business plans, analyzing market trends, identifying opportunities, and devising strategies to achieve sales objectives and drive business growth.