

# MUHAMMAD JUNAID IQBAL

## SALES REPRESENTATIVE

Doha-Qatar | Visa Status: Valid QID with NoC | +974-5188-8392 | +974-7215-7738

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## OBJECTIVE

Dynamic Sales Representative with an MBA in Management and 14 years of experience in the MEP sector. Proven track record in exceeding sales targets, driving business growth, and building strong customer relationships. Adept at leveraging advanced business acumen and strategic thinking to optimize sales processes and contribute to the company's bottom line. Seeking to apply my skills and knowledge to drive success at MJI Enterprises.

## EXPERIENCE

### Sales Representative

MJI Enterprises – Karachi, Pakistan

Feb 2022 – May 2024

- Achieved 20% above sales targets through strategic account management and personalized sales approaches.
- Utilized data-driven insights and market analysis to identify new business opportunities, resulting in a 10% increase in sales.
- Fostered long-term relationships with key clients, leading to a 30% increase in repeat business.
- Provided leadership in the absence of the sales manager, ensuring the team consistently met targets.

### Sales Representative

Junaid Enterprises – Karachi, Pakistan

Feb 2017- Jan 2022

- Achieved 15% above sales targets through strategic account management and personalized sales approaches.
- Utilized data-driven insights and market analysis to identify new business opportunities, resulting in a 15% increase in sales.
- Fostered long-term relationships with key clients, leading to a 50% increase in repeat business.
- Provided leadership in the absence of the sales manager, ensuring the team consistently met targets.

### Sales Consultant

Mughal Mechanical Complex – Karachi, Pakistan

Dec 2014 – Jan 2017

- Trained new sales associates, enhancing overall team productivity by 25%.
- Conducted market research and competitive analysis to refine sales strategies

## **Sales Associate**

Junaid Enterprises – Karachi, Pakistan

Jan 2010 – Oct 2014

- Customer Service: Greet customers, provide assistance, and address any inquiries or concerns.
- Product Knowledge: Stay informed about the products and services offered, including features, benefits, and pricing.

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## **EDUCATION**

### **Master of Business Administration (MBA)**

Mohammad Ali Jinnah University – Karachi, Pakistan

Nov 2014

### **Bachelor of Commerce (B. Com)**

University of Karachi – Karachi, Pakistan

Dec 2010

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## **SKILL**

Sales Skills: Strategic sales planning, B2B/B2C sales, CRM systems, market analysis, and account management.

Business Acumen: Financial analysis, business development, market research, strategic planning.

Technical Skills: MS Office.

Interpersonal Skills: Leadership, negotiation, relationship management, communication, problem-solving.

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## **REFERENCES**

### **Muhammad Iqbal**

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