**Name:** Saif Ullah

**Email:** saifullahmalik23@mail.com

**Cell No.:** 0092 3013084235

**Address:** Village Bahubhatti, P.O Gandewali Sialkot (51310) Pakistan.

**Professional Summary:**

Result-driven international sales and marketing professional with 08 years of sales experience driving revenue growth, building strong relationship. MBA in marketing with a proven track record of success in fast-paced and competitive environment.

**Work Experience**

**1. Assistant Sales Manager.**

**Company: Chemstar Polymers International, June/2017– Present**

**Core Duties:**

Achieving sales goals and service targets by cultivating and securing new customer relationships.

Research sales opportunities and possible leads to exceeding sales goals and increasing profits.

Monitor and adjusted pricing based on market trends and customer feedback to meet expectations and increase sales.

Negotiate prices, terms of sales and service agreements with customers & Logistic companies.

Receiving the inquiries and working on all the process for the shipment delivery.

Identifying new business opportunities through E-mail, cold calling and networking.

Follow up the shipment and updating the customers.

Attend monthly sales meeting and annually sales trainings.

**2. Sales Executive.**

**Company: Swift Cargo Services, July/2015 – May/ 2017**

**Core Duties:**

* Meeting with clients virtually and during sales visits
* Identifying and research potential customers to generate new business leads
* Getting freight from airlines and shipping companies and provide accurate quotations, managing bookings and ensuring timely confirmations
* Coordinate freights, shipments and routes and then update and follow up clients on Shipment
* Coordinating with internal teams and external partners for smooth cargo handling and transportation
* Providing sales reports, analysing data, and identifying areas for improvement
* Prepare the airway bills
* Establishing, developing and maintaining positive business and customer relationship

**Education:**

**MBA in Marketing**

Virtual University of Pakistan, Sialkot campus,

 2010-2014.

**Skills:**

* Market research & analysis
* Team management & relationships
* Strategic planning & execution
* Communication & interpersonal skills