



UBAID ULLAH FAROOQI

PROFILE

I have 20+ years of experience in Marketing, Sales and Management in some of the best companies of Pakistan. I have hands-on expertise in research and development, business report-making, pricing, team leadership, time management and so on.... As a Sales manager, with the support of my team, we managed to achieve our organization's yearly targets on a continuous basis and make a good impact on our Organization's profit. Where a project needs a high level of communication and strategic planning to complete the assignments successfully on time the organization may rely on my skills and experience.

WORK EXPERIENCE

AL- Farooq Build Mart – Pakistan

Senior Retail Sale Manager

Oct 2021- Oct 2023

Responsibilities:

- Assisting clients to make sound purchasing decisions related to basic building material i.e (Steel, Cement, clay and bricks etc.)
- Analyzing market trends and demographics to identify the most sought-after and profitable range of products
- Consult with clients to identify their needs, preferences and financial concerns.
- Maintaining an extensive database of all products for sale.
- Highly regarded for consistently achieving superior sales results through leadership, planning and effective implementations.
- Skilled in attaining sales and profit objectives in competitive environments.
- Planned market strategy, coordinated advertising and promotional campaigns.

Allah Wala Steel Corporation & Cement – Pakistan

Independent Business Owner

Jan 2002 - Sept 2021

Responsibilities:

- Deals in all kind of basic building materials i.e(Steel, Cement, and bricks etc.)
- Managing all aspects of Business (Accounting, Marketing, Budgeting, HR an PR).
- Developed and built the business in a way to generate a steady sales increase annually by leveraging accounts to build credibility
- Establishing a strong customer base of residential homeowners, contractors & commercial businesses.
- Opened the market to the competition, persuasively overcoming customers concerns about product viability through a combination of techniques that included product demonstrations and a strong guarantee.
- Fostering excellent relationships and referrals by building trust and rapport with customers.
- Hiring, training and supervising the specialists providing guidance in the use of products, on-the-job safety guidelines, customer interactions, and effective presentation of project estimates.
- Consolidated the coverage footprint and engaged in competitive sales efforts.

EDUCATION

Bachelor of Science

Pak Urdu University, Karachi - Pakistan (2000 - 2001)

Intermediate

Board of Intermediate Education, Karachi - Pakistan (1998 - 1999)

Matriculation

Board of Secondary Education, Karachi - Pakistan (1996 - 1997)

CONTACT



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AREAS OF EXPERTISE

- Marketing & Sales
- Team Management
- Research and Development
- Business Report Making
- Target Achievement

PERSONAL SKILLS

- Analytical Thinking.
- Team Player
- Multi-Tasking
- Quick Learner
- Time Management
- Good Communication