



Farrukh Awan

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Visa:: Valid Qatar Residence Visa with NOC

Profile

- Results-driven sales professional with over 10 years of experience in Sales, Client Acquisition, Client Onboarding and relationship management across diverse industries including Real Estate, Automobiles, Software, building materials, construction.
- Proven track record of achieving sales targets, expanding market share, and building long-term client relationships in the Gulf region.
- Performance-oriented individual excels at securing Organization interest as well as customer-centric approach and continuous efforts to exceed customer expectations, I have consistently built lasting relationships that result in repeat business and positive referrals proven abilities to go above and beyond to meet Goals.
- Hold a valid Qatar ID (QID) with NOC, Valid Driving License and available to join immediately.

Education

- Advance Diploma in Business and Marketing |UK

Work Experience

10/2024 – Current
Qatar

Senior Sales Executive |Empire Real Estate, Qatar

- Conduct outdoor sales activities, including client visits, presentations, and negotiations.
- Utilize digital marketing strategies, including social media campaigns, email marketing, to generate leads and enhance brand visibility.
- Manage Tele-sales operations, following up on leads, addressing inquiries, and closing deals efficiently.

03/2023 – 10/2024
UAE

Senior Sales Executive |Vision Concept Aviation, UAE

- Drive sales and business development for aviation courses and training programs, targeting individuals, corporate clients, and government organizations.
- Conduct outdoor sales activities, including client visits, presentations, and negotiations, resulting in a 20% increase in enrollments.
- Build and maintain strong relationships with key clients, ensuring high levels of satisfaction and repeat business.

04/2018 – 02/2019
UAE

Luxury Property Leasing Agent | DEMAC Properties, UAE

- Delivered personalized customer service, driving sales of luxury properties and increasing client retention
- Conduct client visits, presentations, and negotiations.
- Managed client portfolios, addressing inquiries, resolving issues, and ensuring high levels of customer satisfaction.
- Played a key role in organizing promotional events, Property shows, and product demonstrations to drive brand awareness and sales

02/2017 – 03/2018
UAE

Marketing Executive | Regent Global Building UAE

- Promoted and sold building materials, waterproofing products, and general trading goods to contractors, retailers, and wholesalers.
- Negotiated pricing, terms, and contracts, ensuring profitability while maintaining strong client relationships
- Managed client portfolios, addressing inquiries, resolving issues, and ensuring high levels of customer satisfaction.
- Implemented CRM systems to track sales activities, monitor progress, and generate reports for senior management.
- Played a key role in organizing promotional events, trade shows, and product demonstrations to drive brand awareness and sales.

2014 – 2017
Pakistan

Sales Associate | Toyota Motors, Multan, Pakistan

- Delivered personalized customer service, driving sales of luxury products and increasing client retention.
- Assisted clients through the entire sales process, from inquiry to purchase and post-sale support.
- Collaborated with the marketing team to implement in-store promotions and increase foot traffic.

Key Competencies and Skills

- Sales & Business Development.
- Client Relationship Management & Acquisition.
- General Trading & Supply Chain Management.
- Market Research & Competitor Analysis.
- Negotiation & Contract Closing.
- Proficiency in CRM Tools & Sales Software.
- Building Materials & Construction Industry Knowledge.
- Lead Generation & Client Acquisition.

Certifications

- McKinsey Forward Program
- Diploma in Digital Marketing.
- Certification in Sales Management or CRM Tools.

Computer Skills

- Advanced proficiency in MS Excel, Word, and PowerPoint
- Skilled in CRM software.

Internship Training

- Organization Study: DHA, Multan, Pakistan

Key Achievements

- Successfully Achieved Sales Targets and employee of the year for Consecutive 3 years.
- Developed and implemented marketing and sales strategies.

Languages Known

English Advance



Declaration

I hereby declare that the information provided above is true and correct to the best of my knowledge and belief.