



Nouman Rasheed

Contact

+97470496462

nouman.rasheed396@gmail.com

Doha, Qatar (Work Visa with NOC)

About Me

Customer-focused Sales Manager with a passion for understanding and exceeding client expectations. Expertise in identifying client needs, developing customized solutions, and providing exceptional customer service. Strong analytical and problem-solving skills with the ability to identify and address potential challenges. Seeking a role in a company that values customer satisfaction and employee growth.

Skills

- Management Skills
- QATAR Driving License
- Digital Marketing
- Sales
- MS Office
- Interpersonal skills

Language

- English
- Urdu
- Hindi

Education

Bachelors of Education
BZU, Multan, Pakistan

2016 – 2020

To equip students with the knowledge and skills necessary to become effective educators and contribute positively to the education system.

Experience

Jaguar contracting and Trading, Doha, Qatar
sales Agent

1. Identify and pursue new sales opportunities.
2. Develop and maintain strong relationships with existing clients.
3. Understand client needs and offer appropriate solutions
4. Close sales and achieve sales targets.
5. Prepare and submit sales reports.

Suzuki Showroom, Pakistan

2023–jun 2024

Show Room Manager

1. Identify customer needs and preferences regarding vehicle type, features, and budget through effective questioning and active listening.
2. Clearly and effectively present vehicle features and benefits to customers, highlighting how they meet individual needs
3. Effectively negotiate vehicle prices, trade-in values, and financing terms to reach mutually agreeable deals.
4. Utilize the dealership's CRM system to record customer interactions, track leads, and manage follow-up activities.
5. Ensure vehicles are properly presented with relevant information (e.g., pricing, specifications).

ENGINE, Pakistan

2020–2022

Sales Manager

1. Developed and implemented sales plans and setting clear, measurable, achievable, relevant, and time-bound (SMART) goals for the sales team.
2. Analyzed market trends, competitor activities, and customer needs to identify new opportunities and adjust strategies accordingly.

SupraDigital, Pakistan

2020–2021

Data entry operator

1. Transcribed accurately data from source documents (paper or electronic) into computer systems.
2. Maintained data files and databases in an organized and accessible manner.
3. Generated reports and summaries from data as requested.