



Kamran Ali

Sr. Sales Representative & Admin Officer

ABOUT ME

Expert Sales Representative adept at building a customer base to increase revenue and consistently exceed sales targets. Excellent communication skills with ability to build strong relationships and customer satisfaction. A thorough understanding of current market trends and competitors.

CONTACT ME

- Mbl#+974-51881668
- D.O. B= 30-10-1980
- Email: alisgee1980@gmail.com
- Valid Qatar ID
- Valid Qatar Driving License
- Origin: Pakistani
- Visa Status: Transferable Visa with NOC

MY SKILLS

- Market intelligence
- Inventory Management, Retail Sales,
- Project Management, Business Development
- MS Word, Excel, PowerPoint,

LANGUAGE

- English (professional working proficiency),
- Arabic (Professional working proficiency),
- Urdu, Punjabi, Saraiki, Hindi

EDUCATION

- **F.A** (Fine Arts) Govt Degree College Pakistan
- **SSc** Saint Helen High School- **College Pakistan** –
- **I.T** (information Technology diploma) **2002-2003**

WORK EXPERIENCE

➤ **Sr Sales Representative Indoor & Outdoor** **Al Adwa Al Khaleej Lights Abu Dhabi- AL-AIN-UAE** *Jan 2015 To Jan-2023*

- Worked to create new lighting for Electrical Contractors focusing on lighting maintenance and energy saving Projects.
- Responsible for sales and inventory of all electrical solar lighting items.
- Verified that all records were current and compliant with regulations before approving inventory purchases and sales contracts.
- Responsible for managing the financial cycle including bidding and proposals, purchase orders, and review and approval of vendor invoices
- Over the course of nine years, the company's annual sales increased by 45% through implementing sales strategies.

Indoor Sales Responsibilities:

- Manage day-to-day operations of the showroom, including sales, customer service, merchandising, and inventory.
- Manage office supplies stock and place orders, Prepare regular Excel, MS Word reports on expenses and office budgets etc.
- Handle inbound sales inquiries and manage a sales pipeline through to close.
- Make outbound calls to potential clients to introduce the company's products or services.
- Conduct product demonstrations and explain the benefits of the company's solutions.
- Negotiate pricing and terms to close deals that meet customer needs and company goals.
- Prepare and send proposals, quotes, and contracts to clients.
- Provide regular reports on sales activities, including calls made, leads generated, and deals closed.
- Manage follow-up processes to keep leads engaged and moving through the sales pipeline.

➤ **SALES EXECUTIVE AL-JIMMI LIGHTS** **Abu Dhabi -AL-AIN UAE 2010-2014**

- meeting with clients virtually or outdoor during sales visits
- demonstrating and presenting products
- establishing new business
- maintaining accurate records
- attending trade exhibitions, conferences and meetings