

Tahir Saleem

Position: **Sales, Business Development Manager**

Experience: **6 Years**

Educational Qualifications: **Bachelor - BBA (Hons.) Major in Sales & Marketing University of Education Lahore Obtained 70% Marks**

Key Skills: **Communication, Sales Presentation, Interpersonal Skills, Digital Marketing, Sales pitch development, Organizational skills, Sales Presenttion, Public Speaking, Adaptability, Conflict Management,**

Mobile: **00923154850602**

Current Location: **Dubai**

Email: **tahirsaleemdx@gmail.com**



Summary of Career

- Designing, implementing a strategic sales plan that expands company's customer base in order to achieved targets within the given time frame.
- Recruiting and managing staff, building client relationships, balancing stakeholders, detecting new business opportunities, and negotiating and closing deals.
- Built and maintained relationships with potential clients and business partners in order to get access to new opportunities.
- Research and identify new business opportunities including new markets, growth areas, trends- or new ways of reaching existing markets.
- Do sales promotion B2B & B2C through personal meetings and visits.
- Do a minimum of 50 productive meetings with potential clients per month.
- Support CRO's on incoming calls with difficult customers or calls that requires in-depth knowledge of the company's products or services.
- Monitoring and evaluating agent performance, providing learning and coaching opportunities, and taking corrective action
- Organized the company's annual international Exhibition held in Expo center Dubai and independently generated over 01 Million in 3 Days.
- Grew working capital by 30% in 6 months, with direct sales, cold calling, personal visits, and meetings that allowed the company to take advantage of better resources for continued growth.

Educational Qualifications

- Matric - 2009
- Matric - 2011
- Bachelor - 2015

Skills

Communication | Sales Presentation | Interpersonal Skills | Digital Marketing | Sales pitch development | Organizational skills | Sales Presenttion | Public Speaking | Adaptability | Conflict Management |

Personal Details

- Religion :
- Nationality : Pakistan

- Martial Status : Married
- Language Known : English, Hindi, Urdu, Punjabi, Arabic