



# Zarman Shah

## CONTACT

- Dubai, United Arab Emirates
- +966537118743
- zarmanshah8@gmail.com
- 01 Aug 1990
- Pakistan
- 780798 Sharjah

## SKILLS

- Event selling
- Tactical selling techniques
- Market research interpretation
- Customer relationship management systems
- Email marketing platforms
- Business-To-Business sales
- Customer Service
- Customer relations
- Upselling expertise
- Business development
- Interpersonal communication
- Account management
- Client communication
- Salesforce
- Expense reporting
- Shrewd Sales Executive with experience in developing partnerships, generating new business and growing sales teams. Adept at reaching potential customers and expanding networks. Self-motivated leader offering innovative, effective staff training programmes and development opportunities.
- Closing strategies
- Sales and market development
- Target setting
- Customer retention

## PROFESSIONAL SUMMARY

Professional Sales Executive with 10 years of experience attending to needs of customers and converting prospects to increase sales. Accomplished in emphasising service features and benefits, quoting prices, discussing credit terms, preparing sales order forms and developing reports. Expert in overcoming objections from prospective customers to maximise sales opportunities.

Resourceful Sales Executive with 10 years of experience working independently and collaboratively with team to foster client relationships and drive sales. Astute in identifying decision makers within prospect account to initiate sales process and deliver successful results. Team-minded in collaborating with management to strategise and improve sales approaches.

Versatile Sales Executive bringing 10 years of experience in outdoor sales. Energetic and upbeat leader with well-coordinated and hardworking approach. Looking for dynamic role with room for advancement.

## WORK HISTORY

**Sales executive** 02/2022 - Current

**Tamm Traders** - Dubai, United Arab Emirates

- Delivered engaging sales presentations at industry events to attract potential customers and partners.
- Fostered a positive team environment, resulting in increased morale and performance amongst staff members.
- Developed customer loyalty with excellent customer service, leading to repeat business.
- Navigated challenging negotiations, achieving successful deal closure without compromising on profitability.
- Boosted sales revenue through aggressive and targeted marketing strategies.
- Increased customer engagement by delivering high-quality product demonstrations.
- Drove high-level B2B sales meetings to secure large scale contracts, enhancing market presence significantly.
- Managed client relationships from early stages of sales process through to post-sales
- Built long-term relationships with customers and generated referrals from existing clients.

**Sales executive** 04/2020 - 01/2022

**Arcoma Agency** - Sharjah, United Arab Emirates

- Maintained an extensive knowledge of all products offered, assisting in informative customer interaction.
- Established strong relationships with key industry players to expand business reach.
- Drove high-level B2B sales meetings to secure large scale contracts, enhancing market presence significantly.

- Closing strategies
- Sales and market development
- Target setting
- Customer retention
- Profit and loss understanding
- Customer relationship management
- Report writing skills
- Sales reporting
- Cold calling techniques

## LANGUAGES

**English** C1

Advanced

**Arabic** C1

Advanced

**Hindi** C1

Advanced

- Established strong relationships with key industry players to expand business reach.
- Drove high-level B2B sales meetings to secure large scale contracts, enhancing market presence significantly.
- Delivered professional sales presentations, creatively communicating product quality and market comparisons to prospective clients.
- Strengthened profit opportunities through targeted customer relationship development, continually meeting sales objectives.
- Out door sales marketing all around in UAE , Daily good sales marketing.
- Improved new business using targeted door-to-door selling.

### Sales executive

04/2013 - 01/2021

**Deba Al Husn Bldg Mat** - Sharjah , United Arab Emirates

- Delivered engaging sales presentations at industry events to attract potential customers and partners.
- Developed customer loyalty with excellent customer service, leading to repeat business.
- Identified new business opportunities that enhanced growth potential of the company.
- Prioritised important tasks effectively under pressure situations ensuring seamless operations during peak times.
- Maintained contact with customers throughout sales and pre-delivery process.
- Fostered positive relationships with customers to enhance loyalty and retention.
- Worked with internal and external teams to initiate marketing strategies to grow at national, regional and specific sector levels.
- Built rapport with new and existing customers to boost client retention.
- Delivered exceptional customer service, addressing customer queries and handling customer complaints.
- Delivered high sales performance within budget to strict deadlines and targets.
- Negotiated best-possible prices for maximised profit levels.
- Built rapport with new and existing customers from diverse cultural backgrounds to maximise sales opportunities.
- Processed customer payments and set up direct debits for long-term service contracts.
- Improved new business using targeted door-to-door selling.

## EDUCATION

**Diploma of Higher Education:** Architecture , 03/2010

**HMC Institute** - Peshawar , Pakistan

**Certificate of Higher Education:** Pre-Engineering , 04/2008

**Govt Superior Science College** - Peshawar , Pakistan