



JAWAD NOOR

CONTACT

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Suraj Miani Road, Multan

EDUCATION

MBA | 2013-2014

National College of Business Administration & Economics, Multan

BBA | 2005-2010

The University of Lahore

SKILLS

- Sales Strategy Development
- Market Analysis
- Dealer Network Management
- Team Leadership
- Target Achievement
- Sales Forecasting
- Customer Relationship Management
- Business Development
- Reporting and Data Analysis
- Market Trend Identification

LANGUAGES

- English
- Urdu

PROFILE

Results-driven Regional Sales Manager with a proven track record of exceeding sales targets and managing high-performing teams. Seeking to leverage expertise in market analysis, customer relationship management, and strategic planning to contribute to the growth and success of a dynamic organization. Committed to driving revenue growth, expanding market share, and delivering exceptional customer service within a defined region.

WORK EXPERIENCE

- Regional Sales Manager** Jan 2024 - Present
Prime Aluminum Industry (Pvt) Ltd
 - Oversee and manage the sales operations in the designated region, ensuring all targets and objectives are met.
 - Develop and implement sales strategies to increase market share and achieve sales targets.
 - Manage and monitor the performance of the sales team, providing guidance and support to ensure optimal performance.
- Regional Sales Manager** June 2016 - Dec 2023
Alusys Pvt Ltd (APL Aluminum Industries)
 - Conduct regular market visits to build strong relationships with key customers, distributors, and dealers.
 - Analyze sales data to assess performance and identify areas for improvement.
 - Provide regular reports on sales activities, market trends, and competitor performance to upper management.
 - Set sales targets for the team and ensure their achievement through effective planning and motivation.
- Area Sales Manager** April 2015 - June 2016
SMC Aluminum Company Pvt. Ltd.
 - Develop and maintain strong relationships with key trade members, architects, consultants, and contractors.
 - Coordinate with other departments to ensure timely delivery of products and services to customers.
 - Organize and conduct business meetings with dealers to communicate company projections and growth strategies.
 - Manage sales operations within a specific geographical area to meet or exceed sales targets.
 - Develop and implement effective sales strategies to drive growth and market penetration.
 - Build and maintain strong relationships with key customers, distributors, and partners in the assigned area.

- **Assistant Sales Manager** Jan 2011 – March 2015
Prime Aluminum Industry
 - Assist in developing and executing sales strategies to achieve company targets.
 - Support the sales team by providing guidance, training, and resources to help them succeed.
 - Monitor sales performance and prepare regular reports for senior management.
 - Coordinate with marketing and product teams to ensure alignment on sales campaigns and promotions.
 - Handle customer inquiries and resolve issues related to product delivery or service.
 - Manage relationships with key clients and ensure their satisfaction with the company's products and services.
 - Conduct market research to identify new opportunities and competitive trends.
- **Sales Executive** Nov 2008 – Dec 2010
Wateen Telecom (IBN Jauzi)
 - Generate and identify new business opportunities to expand the customer base.
 - Conduct market research to understand customer needs, preferences, and market trends.
 - Achieve sales targets by selling products and services to both new and existing customers.
 - Build and maintain strong relationships with clients through regular communication and follow-ups.
 - Present product offerings to potential customers, highlighting key features and benefits.
 - Negotiate pricing and terms with clients to close sales and ensure customer satisfaction.
 - Manage the sales pipeline, tracking leads and converting them into successful deals.
- **Sales Intern** June 25, 2008 – August 25, 2008
Nestle Pakistan Ltd
 - Assist the sales team in daily operations and administrative tasks.
 - Support the preparation of sales presentations and promotional materials.
 - Conduct market research to gather information on potential clients and competitors.
 - Help track and follow up on leads and customer inquiries.
 - Observe and participate in sales meetings and client interactions to learn sales techniques.
 - Update and maintain customer databases with accurate information.
 - Assist in organizing sales events, meetings, or trade shows.
- **Sales Intern** June 01, 2007 – August 5, 2007
Shamim & Co. Pvt. Ltd.
 - Supervising the daily activities of team members to ensure tasks are completed efficiently.
 - Assigning and prioritizing tasks to staff based on workload and individual strengths.
 - Ensuring that the team adheres to company policies, procedures, and safety standards.
 - Monitoring employee performance, providing feedback, and addressing any performance issues.
 - Resolving conflicts and ensuring a positive working environment for the team.
 - Training new employees and offering continuous support to enhance team skills.
 - Reporting team progress and issues to higher management.
 - Assist in creating reports on sales activities, performance, and customer interactions.

ACTIVITIES

- CPELC from British International School.
- Reading Books
- Internet Surfing
- Traveling

REFERENCE

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