



# Suleman Ijaz

Assistant Sales Manager

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Sabzazar, Lahore, Pakistan

## Summary

Determines annual unit and gross-profit plans by implementing marketing strategies; and analyzing trends and results. Establishes sales objectives by forecasting and developing annual sales quotas for regions and territories; and projecting expected sales volume and profit for existing and new products. Implements national sales programs by developing field sales action plans. Maintains sales volume, product mix, and selling price by keeping current with supply and demand, changing trends, economic indicators, and competitors. Establishes and adjusts selling prices by monitoring costs, competition, and supply and demand.

## Skills

Problem Solving | Microsoft Powre Point | Communication Skills | Business Development | Account Management Skillis

## Experience

Jul 2022 - Present

### Assistant Sales Manager

master sanitary fittings, Lahore, Pakistan

- Working as a Assistant sales Manager Representative and managing the following responsibilities Determine price schedule and discount rate to maintain profitability
- Led a team of sales representatives, providing training and performance monitoring to exceed sales targets.
- Streamlined operational process reducing inefficiencies and improving customer satisfaction.
- Monitor customer preferences to determine focus of sales efforts. Marketing point of sales and commercial
- Established builders and installation program. Greeting builders or caller and handle their querie
- Proficient in all stages of the sales process including targeting buyers, motivations, effectively presenting products
- Maintain relationships with existing clients
- Identify new leads and avenues for growth.

Jan 2019 - Jun 2021

### Business Development Executive

Popular pipes Group of company, Lahore, Pakistan

- Meeting with Dealers on daily basis for generate orders of PPRC& UPVC pipes. Discussion about sales incentives on monthly basis
- Making Report on achieved quarterly sales and incentives
- Maintaining meaningful relationships with existing clients to ensure that they are retained.
- Suggesting upgrades or added products and services that may be of interest to clients.

Mar 2017 - Dec 2019

### Sales and Marketing Executive

Pakistan Tiles, Lahore, Pakistan

- Negotiating with clients to secure the most attractive prices.
- Reviewing clients\' feedback and implementing necessary changes.

- Maintaining relationships with important clients by making regular visits, understanding their needs, and anticipating new marketing opportunities.
- Researching and developing marketing opportunities and plans, understanding consumer requirements, identifying market trends, and suggesting system improvements to achieve the company's marketing goals
- Helps customer make selections by building customer confidence; offering suggestions and opinions.
- Documents sale by creating or updating customer profile records.
- Sells products by establishing contact and developing relationships with prospects; recommending solutions.

## Education

2017

### University of Central Punjab

Bachelors in Business Administration

Accounting & Finance, Business Education, Marketing and Brand Management, Sales And Marketing

## Languages

**Punjabi**  
Expert

**Urdu**  
Expert

**English**  
Intermediate