

HASEEB AHMAD

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Liaqat Abad, Lahore| Pakistan

SALES AND MARKETING

Dynamic Assistant Manager Sales & Marketing with 4+ years of experience in market development and operations. Expertise in sales forecasting, business development, and client relationship management. Proven track record of driving regional sales growth, enhancing operational efficiency, and expanding market presence

SKILLS

Sales Strategy	Product Knowledge	Effective Communication
Sales Forecasting	CRM	Complaint Resolution
Sales Analytics	Inventory Management	Strategic planning
Market Analysis	Negotiation Skills	Operations Management

EXPERIENCE

Krystalite Products Pvt Ltd| Gatron Industries Ltd **December 2021 - Present**
Assistant Manager Sales and Marketing

- Joined Krystalite Products and successfully developed the Market in Lahore, Multan & Faisalabad, expanding customer base sales.
- Built and managed strong relationships with Industrial, distributors and retail clients, ensuring consistent order flow.
- Conducted regular market visits to identify new business opportunities, monitor competitor activities, and strengthen brand presence.
- Analyzed sales data to create detailed reports for management.
- Represented the company at exhibitions to promote products and build connections with prospective customers.
- Monitor and ensure enough inventory at warehouse to meet customers requirements.
- Managed sales operations using SAP, including creating Sales Orders (SO), processing orders, and coordinating timely dispatches.
- Reconciled customer ledgers and resolved payment issues in coordination with customers.
- Prepared monthly and yearly sales forecasts and reviewed actual sales vs forecast to monitor performance.
- Handled customer inquiries and complaints, maintaining strong client relationships.

SPEL Limited
Sales and Marketing Intern

June 2020 - July 2020

- Worked closely with the sales team to manage leads and help with proposals.
 - Sold face shields, managed stock, and kept records of invoices.
 - Worked on SAP to make Sale Order, Delivery Challan.
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EDUCATION

University of the Punjab

MBA Executive - Marketing Dec - 2024 - Present

University of the Punjab

Masters of Marketing Sep- 2019 - Jul- 2021

Govt. College Township

Bachelors of Accounting & Finance Oct-2016 - Dec-2018

HOBBIES

- Traveling
- Cricket
- Social Networking
- Listening to music