

Nauman Ali

B2B Sales Professional

Accomplished B2B Industrial Sales Professional with more than 6 years of experience consistently rising through ranks. Well-versed in sales, personnel management, accounting and inventory management. Dedicated to complete knowledge of company products and services for optimized customer service.

Contact

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Skills

CRM	Very Good
ERP	Good
MS office	Very Good
Communication	Excellent
Negotiation	Very Good



Work History

2018-05

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Current

Assistant Manager Aftermarket Sales

Ameejee Valleejee & Sons Pvt. Ltd, Aftermarket & Parts, Lahore, Punjab

- Responsible to generate revenue from dead customers and partially buying customers.
- Responsible to retain big key account customers to do business on routine basis with AVS.
- Responsible for keeping stock up to date as per customer needs for future business.
- Responsible to keep in loop with service department about any issues related to services in market.
- Responsible to engaged customer to do service contract with AVS quarterly/Annually.
- Weekly submit reports of daily visits and discuss within department.
- Follow-up routine with customers of submitted offers.
- Cold calling, intact with customers and phone and solve their problems on spot.
- Responsible for prompt distribution of parts with the help of Service department.
- Have technical knowledge to assist customers and employees as needed, and have access to reference materials to ensure appropriate completion of all work.
- Provide consultative sales and technical support to customers.

- Build customer relationships in a professional manner through solution-oriented communication, service, and telephone support.
- Responsible for shipping, and inventory of spare parts with the help of coordinators
- Collaborate sold services, service quotes, and maintenance contracts with service Coordinator.
- Identify and quote accurate parts and services to customers in a timely manner.
- Coordinate with the accounting department to ensure timely invoicing to customers and reps.
- Responsible for inventory organization and assist with inventory counts.
- Collaborate with National Sales Manager and Director, and other involved departments to resolve escalated problems.
- Participate in positive team efforts to achieve departmental and company goals.

2016-09
2018-04

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Sales Executive

VPL Limited, Islamabad

- Direct sales in the assigned territory and ensuring adequate market coverage
- Reports on lost business
- Participation rate > 75% For the preparation of annual budgets, provides territorial forecasts to the Country Sales Manager
- GAP (Actual vs Budget) Prepares daily visit plan and ensures that visits are made in a planned manner
- This entails use of available Call planning tools and Escalates any pressing issues resulting from the visits
- Identifies potential customers (new / old), understands their business requirements and presents the company's products and services in a professional manner -consistent with the vision of VPL
- Regularly interacts with customers to inquire on product performance and offers timely

assistance in the resolution of all queries

- Purchases tender documents as per approval and liaisons with the Application Engineer for their timely completion and submission
- Promotes secured payment terms and ensures timely collection of receivables
- Recommends the need of Application Engineering, special campaigns or customer events
- Continuously enhances his product knowledge, technical skills and industry concepts
- This is achieved partly through participation in computer based training (such as Quick Track), partly through on-the job learning and partly through training organized by VPL
- Continuously enhances his market awareness, customer relationships and industry dynamics
- Gathers market information on competitor activities to ensure the divisions' competitive edge in product, pricing, services and processes
- Advises management of any market related information that may have adverse or favorable impact on the operation
- As an active member of the division, provides suggestions on possible "should have" products, or any other suggestion that will result in improving performance / processes / competitive edge
- Provides input as soon as there is an update in a customer's profile

2014-05

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Assistant Manager Sales

2016-08

Industrial Development And Engineering Associates , Lahore, Punjab

- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- Responsible for generating inquiries through

visits/telephone calls & by
penetrate in new industries.

- Gains customer acceptance by explaining/presenting the product.
- Responsible to get Company's product approved through consultants, architects, industrial customers clients & contractors.
- Responsible to work on projects, generate inquires & obtain profitable sales.
- Responsible to submit daily visit report to supervisor.
- Responsible to follow the sales plan & as decided.
- Responsible to coordinate with inside sales team for quotations.
- Responsible for the timely collection of receivables & look after product delivery matters.
- Responsible to keep record up to date in C.R.M.

2013-04
2014-04

- **Trainee Engineer**

HNR Company Private Limited, Lahore, Punjab

- Ensure a product or project is designed and built to conform to the latest agreed Customer/relevant specifications and standards
- Ensure the timely delivery of the agreed scope of supply (software/hardware, testing, documentation and services)
- Utilize knowledge and experience to identify deviations from the desired scope of supply and address such issues in a timely manner, as far as is practicable
- Ensure a system is well documented to allow future maintenance and modification (as required) and compliance with company QA/QC requirements
- Development of company research and development projects
- Provide high end technical support services to

service repair center and other groups when required

- Identify, capture and communicate fresh opportunities that will enhance operational efficiencies and financial performance
- Utilize the appropriate IT tools to report hours and activities on a daily basis
- Assist in the manufacturing and testing of all MA Controls inhouse products

Education

2016-02 -
2018-01

Masters of Business Administration (MBA): Corporate Strategy

University of Management And Technology - Lahore

2009-01 -
2013-02

Bachelor of Engineering (BE): Electronics

NED University of Engineering And Technology - Karachi

2006-01 -
2008-01

Intermediate: Pre. Engineering

Fazaia Degree College - Karachi

2004-01 -
2006-01

Matriculation: Computer Science

Hamdard Public School - Karachi

Accomplishments

- Created strategies to develop and expand existing customer sales, which resulted in a 30% increase in monthly sales
- Managed more than 150+ customers during demanding sales events in an effective and gracious manner
- Resolved product issue through consumer testing
- Exceeded team sales goals by 70%

- Collaborated with team of 3 people in the development of Sapphire Group, Naveena spinning, US Group, Volka Foods etc
- Supervised team of 3 staff members
- Documented and resolved customer's issues which led to increase in sales



Certifications

2017-05 Effective Sales Management

2017-08 Leadership Skills

2017-09 Service Excellence