



SHAHZAIB MEMON

ASSISTANT SALES MANAGER

CONTACT

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Flat #501, Plot 125P,
Khalid Bin Waleed Road Karachi

EDUCATION

2018
SBBU UNIVERSITY NAWABSHAH

- Bachelor In Commerce

2021
SBBU UNIVERSITY NAWABSHAH

- Masters In Commerce

SKILLS

- Project Management
- Public Relationship
- Teamwork
- Time Management
- Leadership
- Effective Communication
- Critical Thinking
- Negotiation Skills

LANGUAGES

- English
- Sindhi
- Urdu

MY PROFILE

I possess a Master's degree in Commerce, specializing in Sales, Marketing, and Finance, along with over five years of experience. My professional journey includes roles at Meezan Bank, Mashq Consultancy & Khatri Estate, where I have consistently delivered superior services and built enduring client relationships.

Currently serving as an Assistant Manager in Sales & Business Development at Khatri Estate, I have a proven track record of driving substantial business growth, even in challenging environments.

My dedication and results-oriented approach make me a valuable asset to any organization.

WORK EXPERIENCE

Meezan Bank

APRIL 2019 - AUG 2019

Relationship Manager

- Managing a portfolio of liabilities and nurturing client relationships.
- Spearheading deposit mobilization efforts and facilitating the opening of new-to-bank (NTB) accounts.
- Implementing effective cross-selling strategies for various products, including Consumer Ease solutions.
- Meeting and exceeding predetermined sales targets through proactive sales efforts.

Mashq Trainings & Consultancy

Dec 2020 - Nov 2023

Accounts Manager (Hybrid)

- Delivering the highest level of customer service to ensure client satisfaction and retention.
- Engaging in extensive networking activities with both existing and prospective clients to foster lasting relationships and identify new business opportunities.

KHATRI Estate

September 2019 To Date

Assistant Sales Manager

- Formulating strategic sales plans to achieve targets and maximize revenue generation.
- Identifying new business opportunities and potential clients to expand the company's market presence.
- Building and maintaining strong relationships with clients to understand their needs, address concerns, and ensure satisfaction.
- Providing guidance and leadership to the sales team, including setting targets, monitoring performance, and conducting regular training sessions to enhance skills.
- Conducting market research and analysis to identify trends, competition, and opportunities for growth.
- Leading negotiations with clients to finalize deals and contracts, favorable terms for the company.
- Monitoring sales performance against targets, analyzing data, and preparing regular reports for management review.

HOBBIES & INTERESTS

Talent wins games, but teamwork and intelligence win championships.