



Muhammad Aqib Javed

Sales Executive

CONTACT

+971 547886642

Aqibwarraich97@gmail.com

Dubai, UAE

ABOUT ME

Results-driven sales professional with a proven track record of exceeding targets and delivering exceptional customer service. Skilled in identifying customer needs, building relationships and implementing effective sales strategies to drive revenue growth. Adept at staying informed about market trends and competitor activities to maintain a competitive edge.

SKILLS

- Customer Engagement & Relationship Building
- Excellent Communication
- Sales Target Achievement
- Curriculum Development
- Team Leadership & Collaboration
- Market Trend Analysis
- CRM & Sales Software Proficiency
- Multitasking

WORK EXPERIENCE

Royal Tag for Medical & Laboratory Equipment's |Dubai, UAE

Sales Executive | Present

- Greet and engage customers, understanding their needs and preferences to recommend suitable products.
- Demonstrate product features and benefits to boost customer satisfaction and sales.
- Process payments, manage sales transactions and ensure seamless documentation.
- Consistently exceed sales quotas through strategic selling and superior customer service.
- Stay updated on market trends, customer preferences and competitor activities.

Best Food Company LLC. | Dubai, UAE

Computer Operator | August 2021 – July 2024

- Identified and corrected file and system errors, ensuring smooth business operations.
- Performed data processing and backup procedures to minimize data loss risks.
- Maintained and monitored computer equipment and organized repairs when necessary.
- Provided operational support by scheduling labor duties and resolving system issues.
- Processed phone requests and conducted performance management scans.

Ideas by Gull Ahmad (Clothing Brand) | Burewala, Pakistan

Sales Manager | September 2017 – May 2021

- Led a team of 10+ sales associate, providing guidance to achieve monthly sales targets.
- Implemented effective sales strategies to increase revenue and customer retention.
- Monitored market trends and competitor activities to adjust tactics and maintain a competitive edge.
- Ensured excellent customer service by addressing inquiries and resolving complaints professionally.
- Conducted regular training sessions to enhance skills and performance of the sales team.

Al Habib Super Mall | Burewala, Pakistan

General Manager | October 2014 – August 2017

- Oversaw daily operations, ensuring seamless functioning of all departments.
- Led a team of 25+ staff, providing training and guidance to maximize productivity.
- Developed and implemented strategies to improve sales, Customer retention and overall efficiency.
- Monitored inventory, managed vendor relationships and ensured product availability.
- Addressed customer concerns and enhanced satisfaction by delivering top-tier service.

LANGUAGES

Arabic: intermediate
English: Advanced
Urdu: Native
Hindi: Advanced
Punjabi: Native

PERSONAL DETAILS

Father Name: Muhammad Javed Akhtar
D.O.B: 27 MAY 1996
Religion: Islam
Passport Number: HP8678062

INTERESTS

- Sales Strategy Development
- Market Analysis
- Team Leadership
- Playing & Watching Football
- Reading Historical Books & Articles
- Watching Movies
- Learning New Skills

EDUCATION

Bachelors of Computer Science | Multan, Pakistan

Majors: Computer Science, Economics and Geography

- Developed a strong foundation in computational thinking, programming and problem solving.
- Gained practical knowledge in key areas such as software developments, data analysis and database management.
- Acquired an understanding of micro and macroeconomics, enabling insights into market behavior, financial systems and decision making processes.
- Learned to integrate technical skills with business strategies to analyze data and make informed decisions.

CERTIFICATION

**Computer Application & Microsoft Office
Windows Installation and Internet Exploring**

TECHNICAL SKILLS

- **Microsoft office Suite** (Word, Excel, PowerPoint, outlook)
- **Adobe Photoshop & Light-room**
- **Python**
- CRM Software Familiarity
- Quick Learner of New Tools

References

Reference will be furnished on demand.