

Arslan Ali

s/o Mr. Zahid Ali

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Career Objective:

I am looking for an environment where I may apply and utilize my knowledge to the best of my abilities for learning more in the related field of development and growth of my career on the basis of sincerity, honor, and regularity and hardworking.

Work Experience:

Tracking World Pvt. Ltd.

Designation: Assistant Manager Corporate Sales

Nov 2014 - Present

- Establishing new business
- Organizing sales visits to demonstrating and presenting the products
- Negotiating contracts and packages
- Become liaison with the corporate office and use contacts to promote the business and align with brand values
- Continually advance our product knowledge and that of other employees
- Coordinate daily customer service operations (e.g. sales processes, orders, and payments)
- Follow-up for billing & payments
- After sales services, Handle Installation, development, inspection and other operational issues
- Communicate with clients and evaluate their needs
- Coach and support new and existing Sales Associates
- Maintains quality service by establishing and enforcing organization standards
- Arrange in-house departmental meetings to make sure quality of service
- Team Lead
- Event Management for business promotion
- Prepared & submit quotations & bids
- Handling & keeping sales & recovery record in MS Excel & General Business Management System (GBMS)

eWorx International.

Designation: CRM Interne

Aug-2014 - Oct-2014

- Registration for Microsoft Dynamics 365 Step By Step
- Learn the Microsoft Dynamics 365 Sales Overview with Terminologies, Process Flow & Navigation
- Plan out sales stages and strategies
- Work with accounts and contacts, and track sales opportunities

Tracking World Pvt. Ltd.

Designation: Corporate Sales Executive

May 2013 - Apr 2014

- Establishing new business
- Organizing sales visits to demonstrating and presenting products
- Negotiating contracts and packages
- Coordinate daily customer service operations (e.g. sales processes, orders, and payments)

- Follow-up for billing & payments
- Telesales Marketing
- Enter and update customer information in the database
- After-sales services, Handle Installation, development, inspection and other operational issues
- Maintain accurate customer records
- Contributes to team effort by accomplishing related results as needed
- Maintains quality service by establishing and enforcing organization standards
- Ask questions to understand customer requirements and close sales
- Direct prospects to the field sales team when needed

Key Skills:

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|------------------------------------|------------------------------------|----------------------------------|
| – Sales and Marketing | – Business Travel | – Business strategy and planning |
| – Manage Operations | – Fast and effective communication | – Key Account Management |
| – Customer Relationship Management | – Presentation & Demo skills | – Staff training and management |
| – Buyer-Seller Agreement | – Market analysis and research | – Budgeting and Forecasting |
| – High growth strategies | – Technical Support | – Development of Sales |
| – Technical Communication | – Quotation & Bidding | – Project Management |
| – After Sales Services | – Direct Sales | – Customer Satisfaction |

Educational Background:

Intermediate (BISE Lahore)

June-2015- May-2017

Matriculation (BISE Lahore)

Mar-2008- May-2010

Computer Skills:

Operating System: Windows 10, 8, 9 | Linux (Ubuntu, Kali)

Softwares: Ms. Office (*MS Word, MS Excel, MS PowerPoint, MS Visio*) | Libre Office (*Word, Excel*) | General Business Management System (GBMS)

Language:

- **English:** Conversational
- **Urdu:** Proficient

Extra-Curricular Activities:

- Blogs reading related to Marketings,
- Learn new personal development techniques
- Reading newspaper
- Love to travel

Recommendation:

- Will be furnished on request