



# Majid Aziz

Sales & Marketing/International & Local Purchaser

## Profile

Focused and driven sales management professional offering over 18 years of experience in relationship building, account retention and profit channel growth. Self-motivated leader with expertise in expanding network connections, introducing products and educating clients. Skilled in implementing pricing strategies, developing territories and revealing customer needs to deliver solutions.

Dynamic Territory Sales Manager focused on devising sales strategies and leading teams to generate new business. Offering [18]+ years of experience managing sales cycles and establishing robust client bases. Successfully introduce new products and manage profitable customer relationships. Stay up to date on products, market conditions and competitor activities to effectively optimize strategies for current conditions. Relationship-driven net worker with exceptional prospecting and closing skills and proven record of sales accomplishment. Results-driven, self-motivated and enterprising in tackling diverse sales and leadership challenges.

Goal-oriented Territory Sales Manager with great pride in exceeding goals and achieving sales quotas. Dedicated to maintaining high level of personal product knowledge and skillfully influencing consumer buying habits. Exercise sound judgment and establish goals to meet aggressive targets.

Motivated Territory Manager willing to work long hours and put in the miles to transform mediocre territories into successful enterprises. Enthusiastic about meeting with customers, promoting products and driving revenue growth.

Organized Territory Sales Manager with 6+ years sales experience. Proven track record of implementing successful sales programs to exceed company goals.

## Employment History

### Retail Sales Manager at Ariana Plastic Industries. , Ajman. UAE

Jun, 1995 - Feb, 1998

- Maintained inventory accuracy by accurately counting stock-on-hand and reconciling discrepancies
- Analyzed major target markets and developed merchandising strategies meeting needs of each group
- Organized and updated schedules to optimize coverage for expected customer demands
- Maintained detailed and accurate accounting records by overseeing documentation of sales, purchases and requisitions
- Mentored employees and instructed on management of complicated sales, complex issues and difficult customers
- Positively impacted product relevance through careful distribution, merchandising and display techniques

### Assistant Sales Manager at Dossary Hardware Stores , Al Khobar , Saudi Arabia

May, 2001 - Jul, 2001

- Established action plans for team members and helped each person attain objectives.

## Details

King Khalid Street Dammam Saudi Arabia  
+966574193005

Whats App+923119783613

[obaidma963@gmail.com](mailto:obaidma963@gmail.com)

## Date of birth

13-04-1975

## Place of birth

Abbottabad

## Nationality

Pakistani

## Iqama No

(Transferable)

## Driving license

Saudi Driving License

## Links

[Abbasi Aziz](#)

## Skills

- Performance management
- Solution selling •Consultative and relationship selling •Territory and account management •Market and competitive analysis •New account development
- Business growth and retention •Price structuring •Value-added selling
- Deal closing •Staff development
- Product sales expertise •Sales program development •Customer Service•Sales presentations
- Sales tracking •Product demonstration
- Business development •International markets understanding •Payment collecting •Competitive product reviews •[] expertise
- Customer relationships •Staff development/training •Team leadership •Order processing

- Developed effective sales team members through highly individualized coaching.
- Facilitated cross-functional collaboration with design and production staff to optimize products from ground up and enhance profit margins.
- Addressed customer complaints quickly to drive satisfaction and adjusted operational strategies to reduce issues.
- Sourced and on-boarded well-qualified inside and outside salespeople to enhance revenue generation.

•Relationship building •Client meetings

---

## Languages

Urdu

---

English

---

Arabic

---

## Hobbies

Cricket, Music, ETC

### Sales Manager at ALLSAFE TRADING. Lifting Equipment

Manufacturing, Al Dammam, Eastern Province. Saudi Arabia Nov, 2002 -

Aug, 2009

- Formalized sales process to enhance operations and promote acquisition of new customers.
- Penetrated new market areas by investigating competitor products, services and trends.
- Expedited resolutions to correct customer problems and complaints.
- Developed and managed regional sales program and market operations.
- Trained team members on customer service strategies and techniques.
- Planned and developed strategies to increase sales and territory.
- Educated customers on product features and use to provide optimal service.
- Developed and implemented new sales strategies to update product lines.

### Sales Manager (Partner) at Emlaq Al Sharq Trading Est , Dammam, Eastern Province . Saudi Arabia

Apr, 2010 - Aug, 2013

- Planned and developed strategies to increase sales and territory.
- Trained team members on customer service strategies and techniques.
- Oversaw inventory purchases and sales contracts to keep records current and compliant.
- Guided sales employees in improving presentations, negotiating skills and customer service strategies.
- Researched and analyzed data and reports to identify trends and optimal sales strategies.
- Educated customers on product features and use to provide optimal service.
- Audited location sales performance and data trends to improve under performing areas.

### Sales Manager at Eastern Lifters Equipment Rental , Dammam, Eastern Province . Saudi Arabia

Sep, 2013 - Dec, 2018

- Planned and developed strategies to increase sales and territory.
- Audited location sales performance and data trends to improve under performing areas.
- Coordinated and launched grand openings for new stores.
- Guided sales employees in improving presentations, negotiating skills and customer service strategies.
- Discovered sales opportunities by showcasing products and services to interested clients.
- Promoted product and service benefits through facility tours and engaging presentations.
- Trained team members on customer service strategies and techniques.
- Developed and implemented new sales strategies to update product lines.
- Penetrated new market areas by investigating competitor products, services and trends.

- Oversaw inventory purchases and sales contracts to keep records current and compliant.

## Education

**High School Diploma** at Govt High School Bakote , Abbottabad, Khyber Pakhtunkhwa . Pakistan

Mar, 1980 - Aug, 1991

Management Sciences.

**Diploma In Commerce.** at Government Commerce College

Mandian, Abbottabad, Khyber Pakhtunkhwa

Sep, 1991 - Aug, 1993

## References

**Abdul Saboor** from Al Omeri Trading

+966506942174

## Other

Apr, 2021 - Apr, 2021

**Passport No: BF1819083**

**Driving License Light. Valid till December 2026**