



# Danish Memon

International Sales Executive

## 👤 Profile

To work in challenging & dynamic environment to pursue my skills and utilise my experience to make significant contribution to the success of organizations.

## 📁 Employment History

### International Sales Executive at SBT Japan, Karachi

Sept 2017 - June 2021

- Building strong coordination and seek out new sales opportunity through calling, networking and social media.
- Managing assigned sales task under the reporting authority.
- Managing target requests and shipment plans.
- Managing overall sales activities in daily operational activities including coordination with CSD, handling customer queries, problem vehicles (Follow up for Deposit/Balance Payments), maintaining daily reservations and profit management of the team.
- Ensuring accomplishment of assigned sales targets and required sales turnover by ensuring timely receipt of payments on sales.
- Supporting the Manager in implementing Management's directives including new policy compliance along with Senior Management Policies/Strategies regarding sales within the team.
- Achieving regular sales targets including timely receipt of payments on units.
- Other tasks given by the company from time to time

### Retail Sales Executive at iShop Logistics, Karachi

June 2015 - Aug2017

- Provide accurate information (e.g. product features, pricing and after-sales services)
- Answer customers' questions about specific products/services
- comparisons to facilitate purchasing
- Ensure racks are fully stocked
- Manage returns of merchandise
- Coordinate with the retail sales team to provide excellent customer service (especially during peak times)
- Inform customers about discounts and special offers
- Provide customer feedback to the supervisor
- Stay up-to-date with new products/services

## Details

Defence view phase 2 near Iqra University Karachi Sindh Pakistan

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## Skills

Strategic sales planning

Team leadership

Telemarketing

Excellent knowledge of MS Office

Fast learner and passion for sales

Strong command over research, market trend analysis and business modules

## Languages

English, Urdu

## Links

Facebook

[Danish Abbas Memon](#)

Twitter

[Memonapple](#)

- Conduct outbound lead follow-up calls to potential and existing customers via telephone , social media and e-mail to qualify leads and to sell products and services
- Collect and research information needed to identify and resolve problematic situations

### **Marketing Manager at SLA Biologix Sdn Bhd, Kuala Lumpur**

June 2013- Feb 2015

- Working with the executive team, such as the managing director, to set the marketing strategy for the business.
- Managing the performance of a more junior marketing team that can also include PR and creative staff.
- Researching and analysing market trends and competitors.
- Overseeing marketing campaigns.
- Tracking effectiveness of marketing campaigns and reporting findings to the executive team.
- Negotiating and liaising with third-party marketing agencies
- Overseeing the company's attendance at events, such as conferences and exhibitions

### **Retail Sales trainee at Epicentre lifestyle Sdn Bhd, Kuala Lumpur**

Sept 2010- May 2013

- Greeting and attending customers in a welcoming manner
- Understanding the requirement or needs of the customers & suggesting them the products as per their need
- Explaining the Apple products features, benefits (discounts, warranty, after sales service).
- Drive sales through engagement of customers, suggestive selling, and sharing product knowledge
- Shows demonstration of the products to customers
- Respond to customers questions.
- Conduct price and feature comparisons to facilitate purchasing
- Inform customers about discounts and special offers
- Convince customers and close the sale.
- Maintain Products display in section.
- Providing excellent customer service
- Ensuring customer satisfaction.

## **Education**

### **Bachelor in English language & literature, University of Sindh Jamshoro**

Sept 2020

- Graduated with pass degree

### **Technic Campus International Kuala Lumpur**

May 2014

- Certificate in general English