

# MUHAMMAD NOMAN AMJAD

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📍 Karachi, Pakistan

## SUMMARY

To succeed in an environment of growth and excellence and earn an opportunity which provides me satisfaction and self-development by working in business oriented environment and help me to achieve organizational goal.

## EXPERIENCE

### Manager Sales & Business Development

#### Foison Technologies *Jan 2021 - Present* (Full-time)

- Focused on B2B Sales & Business Development.
- Training of Sales & BD Team.
- Exploring new channels for multiple products.
- Generating business from multiple lead generation channels.
- Maintaining existing clients with high ROI.



### General Manager Sales

#### The Diligence Network *Jan 2019 - Dec 2020* (Full-time)

- Responsible for Sales Target (B2C,B2B) for U.S Clients
- Training & Evaluation of Sales Team
- Maintaining all team members motivated
- To Provide product knowledge to team members
- Maintaining daily reports of Sales



### Business Sales Manager

#### Foursource Gmbh *Nov 2020 – Jan 2021* (Part-time)

- Responsible for Business Sales & Up-selling Internationally.
- Approaching B2B Clients to solve their Saas problems.
- Training of B2B Platform to generate business from Saas.



### Relationship Sales Manager

#### Bank Alfalah Ltd *Jan 2018 - Dec 2018* (Full-time)

- Managing 35+ Branches Sales Channel and Direct Sales in Auto Loan (Karachi South Region)
- Maintaining relationships with the clients.
- Achieve sales target.
- Motivating and providing product knowledge to branch staff.



### Shift Manager

#### Tele source Communications *Jun 2017 - Dec 2017* (Full-time)

- Managed sales team of 50+ Individual for U.S Based products.
- Performance Analysis with KPI's
- Responsible for Team Performance
- Maintaining daily sales reports for U.S Clients

### Floor Manager

#### Tele source Communications *Nov 2014 - May 2017* (Full-time)

- Managed sales team of 25+ Individual for U.S Based products.
- Responsible for Team Performance
- Maintaining daily sales reports.



### Customer Support Representative

#### Tele source Communications *Nov 2013 - Oct 2014* (Full-time)

- Worked on different projects including timeshare, travel clubs and other sales projects of North American regions including US and Canada.

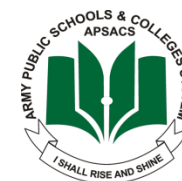
## ACADEMICS

**Bachelors in Business Administration**  
**Iqra University Business School- Main Campus**  
*Aug 2013 - May 2017*  
CGPA 3.02



**Intermediate - Pre Engineering**  
**Army Public College Saddar**  
*Aug 2010 - May 2012*  
B+ Grade

**Matriculation – Science**  
**Army Public School C.O.D**  
*June 2008 - July 2010*  
A+ Grade



## PROJECTS

**Online Grocery Store Business Model 2017**  
Complete business model setup with end-to-end feasibility report.

**Multi Brand Store Entrepreneurship 2017**

**Microeconomics Research Analysis 2015**  
Microeconomics Report Research on Scarcity of Demand and Supply of Sugar in Pakistan.

**Thesis on Employee Engagement 2016**  
To find out the factors that help to keep the employee engagement in an organization.

**Risk Management Analysis 2017**  
How risk management can help increase your decision making ability.

## TRAINING & CERTIFICATES

**Employee Training on Patience, Productivity and Performance 2020**

**Auto-loan Sales Training in multiple Suzuki Dealerships in Karachi 2018**

**International English Learning Testing System (IELTS) 2012**  
7.0 Bands Overall.

## LANGUAGES

English



Urdu



## SKILLS

Communication



Leadership



Coordination



Management



Commitment



Interpersonal Skills



Innovative Thinker



Learning Attitude



Team Player



Hardworking



## EXTRA- CIRRICULAR ACTIVITIES

Working as a Volunteer for Charity work in a private organization *2017-Present.*

Participated in Multiple Sports Events *2008-2012*

Part of Cricket, Football & Basketball team on college level *2011-2012.*

Participated in Hockey Team Regional Tournament as a Defender *2010.*