

Syed Farhal Haider

Sales & Marketing Professional

✉ farhalhaider@gmail.com 📞 0335-2543886 📍 B-48, Block 'J', North Nazimabad, Karachi.

Summary

An Enthusiastic Sales & Marketing Professional. Skilled at Management, Customer Satisfaction, Target Delivery and ensuring Ownership and Process Excellence for all Contractual Obligations and Pricing Strategy, also responsible for Value Addition on each step of the Route to Market.

Education

Master of Business Administration – Marketing Sep 2022
Salim Habib University, Karachi

Bachelor of Business Administration – Marketing May 2018
FAST - National University of Computer & Emerging Sciences, Karachi

Relevant Courses

Sales Management, Retail Management, Strategic Marketing, Marketing Research, Marketing Management, Brand Management, Consumer Behavior, Advertising & Business Analytics (Modeling & Forecasting).

Professional Experience

Coordinator Nov 2020 - Jul 2022
THE BENCHMARK | Cambridge Schooling System, Karachi

- Managing Grievance Project.
- Generating SLA Reports of Head of Campuses, Section Heads & Entire School.

International Business Executive – Sales Jun 2018 - Jun 2020
SBT Japan | Global Car Exporter, Karachi

- Generating new leads in order to increase clientele & ensuring business growth through increasing number of customers.
- Conducting market surveys, competitor's analysis and market demands.
- Ensuring smooth process of sales through strong coordination & communication with management, sales staff & supervisor.
- Building strong coordination and seek out new sales opportunities through calling, networking and social media.
- Supporting the Manager in implementing Management's directives including new policy compliance along with Senior Management Policies/Strategies regarding sales within the team.
- Ensuring accomplishment of assigned sales targets and required sales turnover by ensuring timely receipt of payments on sales.
- 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.
- Managing target requests and shipment plans.
- Ensuring business development through achieving required task as per specific market requirements.
- Managing assigned sales task under the reporting authority.
- Ensuring discipline within the team.

Achievements

- Attained Award, Star Performer of SBT Japan | Global Car Exporter in 2018.
- Attained Award, Honorable Speaker from Debater's Society on its inauguration held at Dawood University of Engineering & Technology on May 28, 2014.
- Attained Award, Outstanding Speaker of School in Lifestyle 2006 held at Expo Centre on December 22, 2006.

Personal Details

Date of birth
August 1st, 1995

Place of birth
Karachi, Pakistan.

Gender
Male

LinkedIn
linkedin.com/in/syedfarhalhaider

Skills

Strong Communication

Time Management

Leadership

Organizational

Interpersonal

Creative Thinking

Analytical

Problem Solving

Computer Proficiencies

Microsoft Office

Internet Browsing

SPSS

Sofa Statistics

Minitab

Sugar – CRM

SmartPLS