

# **SYED YOUSUF ALI**

HOUSE# D-10 KEHKASHAN HOMES, GULZAR E HIJRI, KARACHI

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## **Objective**

I am a driven and ambitious sales professional with a proven history of exceeding goals and achieving high client satisfaction ratings. I'm seeking a leadership role with a thriving, growing company to apply management, leadership and motivational skills when overseeing a team of professionals and working toward a common goal to increase productivity.

## **Work Experience**

### **SBT JAPAN**

(Global Car Exporters)

**Worked as international investment advisor**

**Jan 2020 - July 2020**

#### **→ Duties & Responsibilities:**

- ◆ Meeting client's requirements and assist them until car reached to port and handed over to a consignee.
- ◆ Preparing BL (bill of lading) before shipment.
- ◆ Maintaining client's account with a good credibility among SBT and clients at the same time.
- ◆ Actively seeking out new sales opportunities through cold calling, networking and social media
- ◆ Ensure the avail ability of vehicle stock in company's yards as well as in auction house.
- ◆ Conducting discussions with customers about vehicle alternatives.

### **Habitt**

(The Complete HomeStore)

**Dec 2015 till Dec 2019**

**Worked as Assistant branch Manager**

#### **→ Duties & Responsibilities:**

- ◆ Achieving sales targets of the organization through effective planning.
- ◆ To promote new products and new campaigns of a company.
- ◆ Maintaining monthly sales reports and assign targets among the team members.
- ◆ Corporate sales along with outlet targets.
- ◆ Setting objectives, coaching and performance monitoring of sales representatives.
- ◆ Gives training of new employees.
- ◆ Maintaining Stock evaluation reports.

## **Applebee's Dubai**

(Casual Dining Restaurant) UAE

**Worked as server**

**April 2014 till Oct 2015**

### **→ Duties & Responsibilities:**

- ◆ Greet guests within one minute and make them feel comfortable.
- ◆ Suggest the new campaigns and suggestive selling.
- ◆ Make a first and last impression.
- ◆ Introduce the New menu items.
- ◆ Menu items able to describe them appropriately to guests.
- ◆ Make the guest feel valued.
- ◆ Work with other servers and be a team player.

## **Tokyo Multimedia**

**March 2013 till Dec 2013**

**Worked as Team Leader**

I started my work as a Team Leader in **Tokyo Multimedia**. Major Job responsibilities were to generate sales of our products in Canada through VOIP, leading team, closing deals and distributing main target in all agents according to their capabilities and pay scale and then promoted to Floor Manager In Tokyo multimedia. To decide and provide team targets to Team Leaders, maintain quality on customer care service, closing heavy deals and to achieve the given target alongside 100% customer satisfaction and quality control.

## **Coventry Insurance Company**

**Dec 2009 till Nov 2012**

**Worked as Sales Representative**

Present Working closely with the sales management team and marketing staff to initiate marketing strategies that support the sales objectives of the company. Always representing the company professionally, ethically and morally at all times. Door to door sales to gain customers and present them insurance policies and benefits.

## **EDUCATION:**

**Bachelors of Commerce** - Karachi University

**Certificate of MS Office** - Aptech

**IELTS certificate (5.5 bands)** - AEO British Council

## **Achievements**

- ✓ Awarded 2 times (**Best Seller Agent**)
- ✓ Promoted to Team Leader.
- ✓ Promoted as a Neighborhood Expert in Applebee's 1 year.