



PERSONAL DETAILS

Umaid Ali Soomro

Dubai United Arab Emirates

M: +971588603767

E: 786.umaidd@gmail.com

Visa: Employment Visa

Nationality: Pakistan

DRIVING LISENCE :UAE LISENCE

CAR SALES MANAGER

- Vehicle Trade
- Sales Agreements Motivating Team Members Dealer Incentives
- Car Sales across globe Creating Results
- Enhancing a Dealerships
- Image
- Dealership Operations Customer Follow Up Internet Marketing
- New Used Automobile Sales

PERSONAL SUMMARY

An assertive self- starter, who loves to sell, thrives in a fast paced environment and understands the automotive export and local sales industry inside out. Umaid has extensive product knowledge of the latest and used vehicle models, and is more than able to roll up her sleeves and drive performance forward. As someone who has learnt about the automotive business from the ground up, he knows exactly how to play a significant role in managing a showroom and export cars territory. Right now he has a strong desire to work in an environment that offers uncapped earning potential. His aim is to join an automotive seller who is looking for an experienced outside sales manager to join their winning team.

PROFESSIONAL SKILL

Sales Marketing Brand Management Cash handling and management Punctual, professional and committed to a task once assigned Excellent Communication Skills Achieving targets analyzing market research reports Money Allocation Involved in budgetary control, efficiency savings & recycling Top-rated sales performance Web-based reporting tools ERP AND CRM Account management Negotiation skills Online marketing strategies sales Negotiation expert Exceptional Microsoft Outlook MS Office etiquette Email Marketing Telecommunications Retail New Business Development Customer Service Advertising Auction buying freight Purchasing and inspection dept Import and Export Logistic.

SALES ACHIEVEMENTS & CAREER HISTORY

Pedders Suspension Middle East – Dubai
AUTOPARTS SALES MANAGER

Jan 2017 – Present

- Responsible for creating and organizing all the sales activities for the Sales Division.
- Ensure timely turnaround of parts. Monitor and supervise the daily reports like Marketing and sales productivity.
- Develop sales promotions for automobile parts. Supervise the stock order procedures.
- Capable of issuing invoices and producing profit and loss statements. Inventoried all parts and prepared purchase orders.
- Conducting daily and weekly sales meetings with showroom sales staff.
- Finding out a customer's parts needs through talking to them.
- Arranging for vehicles parts to be delivered to customers on time.

Japanese Car Exports Company – Saito Shokai Japan, Japan-Pakistan

CAR EXPORT SALES MANAGER Feb 2016 – Dec 2016

- Create schedules and ensure that they are adhered to
- Plan and implement automobile sales strategies and document outcomes
- Engage customers in conversation to gauge their automobile purchasing needs
- Provide customers with different automobile options based on their particular interests
- Quote prices and engage in bargaining to come to a mutually agreeable price
- Assist customers through the purchase and payment procedures
- Handle customers' complaints in a manner conducive to ensuring recurring business and customer retention
- Provide sales representatives with targets and help them in achieving their targets
- Responsibilities as an export import manager including dealing with already existing accounts and calls from Japan to various countries
- Interacted with the American, European, and African customers and dealers through fax, verbal or written communication to provide the information about the delivery and products to be delivered

Japanese Car Exports Company – Maisha System -Pakistan

CAR EXPORT SALES MANAGER Feb 2015 –Jan 2016

Japanese Car Exports Company –Mdk Japan – Japan-Pakistan

Country Sales Manager Feb 2013 –Jan 2015

Japanese Car Exports Company –SBT Japan – Pakistan

Senior Sales Agent Jan 2010 –Jan 2013

EDUCATION

- **B.Com Bachelors in Commerce** Karachi University
- **Nutrition** Fitness Center Lts
- **Commerce** National collage Intermediate
- **Matriculation Computer Science** Sadequain Academy

ACHIVEMENTS

Best sale performer of the Month 2013

Best sale performer of the Month 2012

LANGUAGES

ENGLISH URDU ARABIC JAPANESE

REFERCENES –AVAILABLE ON REQUEST