



FAYYAZ MUHAMMAD

Major Accounts Manager (Corporate sales)



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An international sales & marketing professional with vast experience in key account management B2B & B2C sales. A highly driven, motivated and committed 'people's person' with wide ranging experience in many aspects of business.

Work Experiences:

**** Corporate Sales Manager: (2021 –Till)**



Mansha Brothers is a solutions provider company operating in Pakistan since 1989.

<http://www.manshabrothers.com/>

**** Area Sales Manager: (2017 – 2019)**



<https://basewelding.com/>

**** Key Account Manager: (2015– 2017)**



Genetco was established in 1971, is one of the largest and most diversified company in Trade, Engineering & Facilities Management in Sultanate of OMAN.

<http://www.genetco.net/>

**** Sr. Sales Executive: (2013 – 2015)**



New Smart Office Automation (NSOA), the sole distributor for SHARP Office Automation products in U.A.E.

<https://newsmart.ae/>

**** Assistant Manager Customer Relationship : (2003 – 2010)**



<http://www.makkays.com/>

Educations:

**** MBA IT: (1999 – 2001)**

Preston Institute of Management Sciences

Bachelor of Arts (Economic) (1996-1998)

Training & Courses:

**Attended Workshop on "Overcoming Challenges in Today's Time"
By PIMS.

**Attended three day Workshop on "Problem Solving Competencies"
By NAVITUS

**Attended two day training on "supervisory skills"

**Attended one day in house training on "Executive Communication
And Negotiation skill"

Personal Info.:



ISLAMABAD / PAKISTAN

Marital Status: Married

Date of Birth: April, 1979

Driving License: Valid UAE / OMAN
& PAKISTAN Driving Licenses.

Skills:

- o MS Office
- o Creativity & Innovation.
- o Maximize Brand Exposure.
- o Strong Consultative Selling Skills



- o Problem Solving
- o Inventory & Material Management
- o ERP System (Biztrax)



- o Planning
- o Developing Relationship with Key Decision Makers & Stakeholders.



- o Honest, Accurate, Active.
- o Smart Working.
- o Work under Pressure.
- o Leadership & Self Motivated.
- o Team & Work Oriented.
- o Operations & Multi-Task professional

Languages:

- o URDU : (Mother Tongue)
Native Language



- o ENGLISH :
Very good commands in both
Written & Spoken

