



# Mohammad Iftikhar Ahmad Khan

## ABOUT ME

A highly skilled and results-driven sales executive with over 20+ years of experience in various sales, management, and supervisory roles. Proven expertise in driving business growth, managing teams, and delivering exceptional customer service. Seeking a dynamic position to leverage my expertise and contribute to the success of an organization.

## CONTACT ME

+971-582868670

Iftikhar200998@gmail.com

Al Wahieda, Dubai, U.A.E.

## EDUCATION

### Bachelor

University of Karachi  
B.Com

### Intermediate

Board of Intermediate Karachi  
Science Group

### Matriculation

Board of Secondary Education Karachi  
Science Group

## SKILLS

- Sales Strategy Development
- Team Management & Leadership
- Customer Relationship Management
- Inventory Control
- Business Development
- Negotiation & Closing Sales
- Problem-solving and Decision-making
- Multilingual Communication (Specify Languages)

## WORK EXPERIENCE

Senior Sales Executive 2023 - Till

### Malta AUTO Spare Parts Company | Dubai U.A.E

Engaged in sales activities and customer relationship management for auto spare parts. Promoted product knowledge and upselling to meet sales targets. Managed customer inquiries and resolved issues promptly, ensuring high customer satisfaction.

Senior Sales Supervisor 2022 - 2023

### Indus Office Equipment Trading LLC | Dubai U.A.E

Led a team of sales professionals, providing training, guidance, and motivation to meet sales targets. Oversaw daily operations and collaborated with management to develop sales strategies. Managed key client accounts and negotiated contracts to maximize revenue.

Sales Advisor 2018 - 2022

### Toyota Indus Company | Karachi Pakistan

Delivered high-quality sales presentations and provided expert advice to customers regarding vehicles and finance options. Achieved consistent sales performance, meeting or exceeding sales targets.

Inventory Controller Supervisor 2015 - 2017

### Mohammad Yousuf Naghi Motors | Saudi Arabia

Oversaw the inventory management for luxury vehicles and related parts. Ensured timely stock replenishment and efficient inventory control.

Sales Advisor 2014 - 2015

### Mitsubishi Motors | Jeddah, Saudi Arabia

Delivered expert guidance and information to customers on vehicle models and financing options. Assisted in achieving monthly sales targets and driving business growth.

## SCOPE OF WORK

- Generate New Customers
- Look after & follow-up with existing clients for sales & collection Correspondence to existing clients & prospects
- Documentation for insurance policies process
- Making sales & collection reports on monthly & yearly

## OTHER QUALIFICATION

- Certificates of Excellence in Different Sales & Marketing
- Certificates of Excellence in Sports
- Computer basic diploma (Microsoft office / Internet working)

## LANGUAGES

- Arabic
- English
- Urdu

## WORK EXPERIENCE

Sales Manager

2007 - 2013

### State Life Insurance I Saudi Arabia

Directed sales efforts for insurance products, expanding market reach and increasing sales. Trained and led a team of sales agents, ensuring their professional development.

FMCG

2000 - 2007

### OASES Trading Est I Jeddah, Saudi Arabia

Managed sales operations for fast-moving consumer goods (FMCG) in the region. Developed new business opportunities and strengthened client relationships.

Transport Supervisor

1993 - 2000

### Pakistan International Airlines I Karachi Pakistan

Managed the daily operations of the transportation department. Supervised vehicle maintenance and ensured compliance with safety standards.

## PERSONAL DATA

Father Name : Muhammad Nisar Ali Khan

Religion : Islam

Nationality : Pakistani

Passport No : RR4112922

Marital Status : Married

Date of Birth : 20th November 1971

Driving License : U.A.E Dubai & Pakistan. License