MUHAMMAD IJAZ

Assistant Manager Sales

PROFILE

An accomplished Sales Manager who has extensive experience of managing, mentoring and fostering an incredible service-led sales culture in a busy environment. With a background in developing senior relationships with key clients to maximise every opportunity and develop growth.

CAREER

2018 - Present **Asst. Manager** **Oxford University Press**

Responsible for maintaining a deep understanding of marketplace trends and competitor activity. To pro-actively develop new opportunities in fresh markets. Carrying out intense and detailed negotiations with clients.

Achieving Targets, Business wise, Brand Wise as well as route wise.

Track growth trend of all business, and route ensuring growth.

Induct new schools for adoption of OUP textbook and new Dealers in his area and establish good relationship with them.

Developing business by enhancing penetration within the area and at point of sale. Ensuring maximum coverage and productivity.

2008- 2018 **Asst. Manager Sales** **Oxford University Press**

Managing business portfolio of Oxford University Press,

Bring functional schools in his area into OUP's loop, which were hitherto not identified.

Ensure 100% completion of Code of Conduct / Ethical Policies online training and pass within stated time frame.

Worked as an **Acting Manager Sales** from April 2012 to July 2012.

I did **First Oxford Achiever** sale in Pakistan on January 2017.

2004 - 2008 **Asst. Manager Sales & Marketing** **UK Group of Company**

Looked after B to B and B to C business of the company. Managed a broad range of internal team members (marketing, account services, product and ad ops) to support the sales efforts. Managing a diverse sales team.

SKILLS

- Crisis Management
- Self-Motivated
- Conflict Resolution
- Negation Skills
- Leadership Quality

Team Work
Customers Services Skills
Communication Skills
Objection Handling
Sales Force (I-Track)

ACADEMIC

2011 - 2015	MBA (MS Marketing)	NCBA (Lahore-Pakistan)
2008 - 2011	B. Com	Allama Iqbal Open University
1999 - 2001	Intermediate	Board of intermediate and secondary education Faisalabad Pakistan

CONTACT

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PROFESSIONAL

Strong negotiation skills and the ability to build relationships at all levels.

A strong communicator, with excellent presentation skills and attention to detail.

Financially aware and have an excellent understanding of sales methodologies.

Ability to work in a fast paced and fast-growing business.

Flexible and able to adapt to a changing environment.

Being courteous and considerate to all.

Awards

Best Sales Performance Award

2017-2018

Courses

Selling Competency Diploma from PIMS

Oxford Sales Academy Level 1,2,3

MS excel from PIMS