

## **Resume: M. Shoaib Rahim**

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### **Experience Summary:**

Strategized the demand for solutions, services offered by a firm and identify potential customers. Developed plans which resulted in maximizing the firm's profits, share of the market while ensuring the firm's customers are satisfied. Oversee resource development, monitored leading trends and fulfilled the need for new products and services. Consistent, committed and versatile achiever.

Successful sales, business development and management professional achieved success in target and managed diverse faces of organization. Worked well with all levels of management, lead staff to achieve company goals with a sense of belongings, making every staff valued.

### **Responsibilities:**

- 1) Achieved growth with one window business solutions, balancing firm objectives and gain customer satisfaction.
- 2) Monitor, develop, and evaluate marketing strategy / performance, based on knowledge of establishment objectives, develop new market and human resource as needed.
- 3) Evaluate / motivate the team performance regularly based on KPI and PL projections compare to target.
- 4) Formulate, direct and coordinate marketing / business growth activities, policies to promote solutions and services, working close with technical, project managers to ensure solution and in time completion.
- 5) Negotiated contracts with distributors and implementers to manage project smooth installation with building profit. Self-driven, problem solving, have the ability to manage stress.
- 6) Consult with technical design development personnel on product specifications such as design, color, and packaging and implementation time needed to quote accordingly.

### **Synopsis of Skills:**

- 1) **Critical Thinking / Coordination** -- Using logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions / approaches to problems. Adjusting actions in relation to others' actions.
- 2) **Judgment and Decision Making** -- Considering the relative costs and benefits of potential actions to choose the most appropriate one. Understanding the implications of new information for both current or future problem-solving and decision-making.
- 3) **Communication**-- Communicating effectively in writing as appropriate for the needs of the audience. Talking to others to convey information effectively. Proactive customer centric mindset.

**4) Time Management & Persuasion** -- Managing one's own time and the time of others. Persuading others to change their minds or behavior. Socializing with team and customers developing mutual trust.

**5) Deductive / Inductive ability** -- The ability to apply general rules to specific problems to produce answers that make sense. The ability to combine pieces of information to form general rules or conclusions (includes finding a relationship among seemingly unrelated events) and capable to think out of box for new ideas.

### **Professional Experience**

Icon Technologies (Pvt.) Ltd.	Manager "Buss. Dep./Sales"	Oct-17 till now
Ora-Tech Systems (Pvt.) Ltd.	Manager "Buss. Dep. / Sales"	Dec-15 to Sep-17
Jaffer Brother (Pvt.) Ltd.	Manager Corporate "Sales"	August-12-Dec-15
DWP Technologies (Pvt.) Ltd.	Manager Corporate "Sales" <u>(Achieved award for Microsoft &amp; Dell)</u>	June-2006 –July-12
Premier Systems (Pvt.) Limited (I.T. Solutions)	Assistant Manager "Sales"	October-2002 -- May-2006

### **Summary of Education**

-Master of Science (M.Sc.) in Mathematics from University of Punjab.

-Business Administration PGD from University of Punjab.

-Executive Trainings:

1) Client Relationship Management 2) Team Building 3) Leadership & Mngt. skills

### **Keywords**

-Management skills, target achiever, proactive problem solver, contract finalization and a team player.

-Leading & coordination to get the task done within time to win customer satisfaction.

-Planning, Risk analysis, Revenue Generation, Loss Prevention and client loyalty.