

Muhammad Waqar Mukhtar Khan

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🇵🇰 Pakistani 🤰 Married 🚗 Valid driving license 📄 Transferable Iqama

Profile

Skilled in generating new business leads, conducting technical presentations, and negotiating contracts. Adept at providing technical support and training to clients, ensuring high customer satisfaction and loyalty. Proven track record in driving revenue growth and executing strategic sales plans."

Experience

02/2024 – Present
Tabuk

Asas Al mohelib

Sales supervisor

- Dealing with concrete, Cement blocks and cement tiles company - Working in " NEOM LINE PROJECT "

Strong understanding of engineering principles related to the industry (, mechanical, electrical, software, or industrial engineering).

Hands-on experience with the products or solutions being sold.

Experience in lead generation and developing customer relationships.

2023 – 2024

UCIC (UNITED COMPOUNDING INDUSTRIAL COMPANY)

SALES SUPERVISOR

- Dealing with Filler compound plastic .

Achieving sales and reaching set goals by effectively managing the sales team.

Identify markets with full knowledge of new products and status of competition in the market

Building strong relationships with key clients to ensure customer satisfaction and loyalty

Develop sales by executing plans by regions.

2019 – 2023

SAUDI INDUSTRIES FOR PIPES CO LTD. U-PVC PIPES & PVC FITTINGS

SALES SUPERVISOR

Dealing in PVC Pipes and Fitting.

Responding Customer quarries related to their accounts.

Handling Sales management.

Creating Sale leads...

Sales Supervisor

Bimad Bilal Mist Trading company

Dealing with Timber, plywood, cement packs, flash, microsylca.

Handled cash and check collections with accuracy.

-Prepared weekly sales reports and contributed to strategy refinement in team meetings.

Negotiated sales terms and closed deals through strategic follow-ups.

Generated leads, increased revenue, and maintained detailed client records

2016 – 2018
Jeddah, KSA

SAUDI HEPSCO Jeddah, KSA

Sales and market executive

- Dealing with GRP, PVC, PVC Fittings, HDPE

- Lead Generation & Sales

Strategically identify, engage, and convert prospects into sales while fostering long-term and client relationship

- Analyze market trends and performance data
- accurate sales forecast guide production planning
- Maintain and nurture customer accounts, ensure satisfaction and repeat business.

2010 – 2016
YANBU Branch

MASHEED Trading & TRANSPORT (Khalid Ali& Turki Son's) YANBU Branch
(Sales supervisor)

- Dealing with Timber, plywood, cement packs, flash, microsilica.
- Handled cash and check collections with accuracy.
- -Prepared weekly sales reports and contributed to strategy refinement in team meetings.
- Negotiated sales terms and closed deals through strategic follow-ups.
- Generated leads, increased revenue, and maintained detailed client records

2008 – 2010

All Trade (A Division of Chemical Trading Co. Ltd), Alireza Group.

(Sales Coordinator/ Account Assistant / Sales Executive-

Worked as a sales coordinator and Account assistant some of my major responsibilities include;

-Process all sales orders in EccPecc and SAP for the sales
Advise on collections to salesmen with overdue amounts.

-Co-ordinate with accounts department on customer accounts queries.

-Prepare the Sales logs on daily basis & maintain Inventory Ledger.

-Cash payment and Petty Cash Accounts.

-Prepared Cash Collection, Payment & Sales Report

As a sales executive

Oversaw the sales of food products, medical equipment, and automotive accessories, managing key accounts such as "Hyper Panda Outlets," one of the Kingdom's premier retail chains.

Executed the meticulous preparation of sales orders, ensuring seamless order fulfillment.

-Compiled and analyzed comprehensive weekly sales reports to assess performance and pinpoint strategic growth opportunities.

-Conducted in-depth overdue analysis and proactively managed collection:

2007 – 2008
Jeddah K.S.A

Al Farsi Transportation- Jeddah K.S.A

(Logistic Coordinator/ Collection executive

-Maintain transportation records for drivers.

--Involved in paying salaries to company's drivers.

-Prepare logistic vouchers & sheets for monitoring purposes.

--Collection of invoices on regular basis.

01/03/2007 –
01/10/2007
Jeddah, KSA

Car Tech Centre, Ali Raza Group, Jeddah, KSA

Sales executive

- Specialized in the sale of customized automotive products, including alloy rims, bumpers, seats, and other modifications.

- Facilitated the purchase and sale of both new and pre-owned vehicles, securing the most competitive market prices.

EDUCATION

2004

Bachelors in Commerce

Karachi University

2002

Inter Commerce

Govt. Premier College

Jeddah

Automobile degree

SKILLS

Industry Knowledge

Understanding the products, services, and technologies in the field.

Engineering Background

Strong grasp of technical specifications and how products work.

Problem-Solving

Ability to diagnose customer issues and recommend solutions.

LANGUAGE

English

Arabic

Urdu