

Tashriq Ahmad
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PROFESSIONAL SUMMARY

A Sales Management professional with over 12 years of experience, conceptualizing in leading sales teams marketing products targeted at the Oil and Gas / Office Equipment / Financial; with achieving 20th position in company's EMEA standing in 2015, coming in 2nd position in local standing in 6 months in 2009, closing the largest deal for the year in multi-national corporation in 2015 am now seeking to extend my passion and contribution in a growing SME or an established organization with supplier base across Asia and globally.

CORE COMPETENCIES

- **Outstanding Sales Leadership** managing and motivating team of 7 advisers towards company's objectives.
- Comprehensive **business network in 3 major markets** – Oil & Gas, Office Equipment and Financial, with direct access to key decision makers.
- Effective in conceptualizing and execution of **roadshows, events and seminars** to promote new products and solution.
- **Strategic customer engagement, presentation and negotiation** in English.
- Ability to identify customer **hidden needs and “pain”** to close sales swiftly, and to build strong pipeline.
- **Technology savvy** with good appreciation of Microsoft Office Suites and Salesforce.

KEY ACHIEVEMENTS

- Came in 20th Position in EMEA standing, out of 200 sales people in Shred-it across Asia, Europe Middle East & Africa. Contributing to 25% increment to the company's revenue for the year of 2015.
- Came in 2nd position out of 100 sales person, in nett growth challenge in 6 months at Prudential. Generated \$300,000 AIFI (sales volume). As well as recruited 7 Financial advisers in 6 months.
- Successfully closed a large account for the year with one of the largest Global bank in 2015.
- Grew sales by 20% on first year while having to assist the operations team at Shred-It.

CAREER HISTORY

Car Club Singapore Pte Ltd Customer Experience / Corporate Sales Executive	Jan 2021 – Current
<ul style="list-style-type: none">• Hunt for new potential corporate clients by doing cold-calls and door to door canvassing.• Present our company's wide array of car sharing memberships in a face to face meeting with corporate clients.• Present our company's wide array of car sharing memberships via phone calls with clients.• Do constant follow ups with prospects on decisions after meet up.• Service current B2B as well as B2C clients & upsell for new memberships.	
Dreyus Cororation Business Development Manager	Aug 2018 – Dec 2020
<ul style="list-style-type: none">• Hunt for new potential corporate clients by doing cold-calls and door to door canvassing.• Present our company's wide array of stock loans solutions in a face to face meeting with corporate clients.• Do constant follow ups with prospects on decisions after meet up.• Service current B2B clients & upsell for new contracts.	
Service Source International Renewal Sales Representative	Apr 2017 – Jul 2018
<ul style="list-style-type: none">• Support agreements to established customer base focusing on the Singapore, Malaysia & India market.• Work closely with sales managers to collate supplier quotations to compile for clients.• Support multi-million dollar clients & work effectively with 200 accounts per quarter.	
Sales Executive	Oct 2014 – Mar 2017
Shred-it Singapore Pte Ltd	
<ul style="list-style-type: none">• Achieved 20th position in company's EMEA standing for year 2015.• Hunt for new potential B2B clients by doing cold-calls and door to door canvassing.• Present our company's wide array of solutions in a face to face meeting with B2B clients.• Service current B2B clients & upsell for new contracts.	
Sales Executive	Mar 2012 – Sept 2014
Underwater Technologies Pte Ltd	
<ul style="list-style-type: none">• Explore new prospective clients to maximize sales potential for company.• Collaborate with sales and marketing teams to develop and implement strategies to achieve business objective.• Maintain and develop corporate sales of potential.	

Prudential Assurance

Jun 2009 – Nov 2011

Business Development Officer

- Fulfil customers' financial needs.
- Manage & train 7 financial advisors under my leadership.
- Got 2nd in Prudential's Recruitment Super Challenge and Nett Growth Incentive 2009.

HSBC Assurance

Dec 2006 – May 2009

Financial Advisor

- Meeting clients & promote HSBC financial products.
- Acquire customers through cold calling, street canvassing, road shows as well as door knocking.
- Fulfill customers' financial needs.

Interval Resorts Network

Aug 2005 – Nov 2006

Sales Executive

- Meeting clients & promote Gold Crown Resort memberships.
- Fulfill customers dream holiday destinations.
- Fulfill their holiday needs. (eg. acquire personal tour guide, design tailor made holidays, etc)

EDUCATION & TRAINING**Educational Credentials:**

Diploma in Interior Design, Canberra Institute Of Technology, 2002

IT Skills: Proficient with the use of MS Office suite, Salesforce & Autocad