

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 AIPI (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

Jan 2021 – Current

Customer Experience / Corporate Sales Executive

- 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

Aug 2018 – Dec 2020

Business Development Manager

- 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

Apr 2017 – Jul 2018

Renewal Sales Representative

- 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

- 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

- 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