

# Ahmed Mustafa

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## Why Ahmed?

An ambitious and competent prospect, who desire to be completely unlock in **Online Auto Trading Sales**

## Employment Profile

**Senior International Sales Executive – MDK Japan Corporation - Pakistan**

**25-Feb-2019 to Present**

**MDK corporation is the largest japanese used vehicle exporting company, we export 20,000+ units annually around the globe (Learning with MDK is astonishing and remarkable, the strategies for trade is really competitive)**

- Hired for international market to grab the sales orders form **Caribbean Region (Small Markets)**
- Best **Japanese auction expertise**, market pricing and knowledge of market vehicles.
- I have sold **100+ cars** in small markets especially in **Aruba and Grenada**.
- **Personal daily auction bidding for 50+ vehicle** to get any at lower prices for **customers**
- **100%** sales ratio according to companies' policy.
- Train newbie about the auction and market vehicles.
- Dealing with **long term workable demanding auto dealers**.
- Always actively seeking out new sales opportunities through facebook leads.
- Ability to pre-sales, and Cross sales on every in-bound call and Coordinates both after and up-sales activities.

**International Sales Executive – Axact - Pakistan**

**Nov-2017 To 18- Feb-2019**

**Axact is largest IT exporting company, 3 years back they had started new campaign that was Japanese Auto trading (Auction House Japan - learning was great that how to raise up new brand with different terminologies)**

- Hired for the international market to put effort into the **Caribbean Region**.
- Best Japanese auction expertise and knowledge of market vehicles.
- **100%** sales ratio according to companies' policy.
- Dealt with challenging and demanding Auto Dealers.
- Responded quickly and professionally to any customer enquiries.

**International Sales Executive – Car Junction Japan Co Ltd Pakistan**

**July-2017 To 10-Nov-2017**

**Car Junction, one of the leading and oldest Japanese used cars exporters to Africa and Caribbean. (Experience with car junction was beneficial, the basic they taught will always remember)**

- Hired for the international market to work in **Jamaica, Bahamas and T&T**.
- Responded quickly and professionally to any customer enquiries.
- Actively sought out new sales opportunities through cold calling, networking and enquiries

## Educational Profile

**Bachelor of Commerce** - University of Sindh, Jamshoro

**Year: 2016**

**Intermediate** - Government City College, Hyderabad

**Year: 2014**

**Matriculation** - The Guardian School, Hyderabad

**Year: 2012**

## Professional Developments

- ACCP – 1 st Semester from Aptech Computer Education.
- Two Days Workshop on Intermediate Excel from ICMA Pakistan.
- Three Months English Language Course from Eureka.
- Two Months English Language Course from Horizon Home of English Language. Interest and Skills
- Team lead skills, mature communication skills, basic knowledge of accounting and economics