

# SYED ALI MUKHTAR ZAIDI

Sales and Marketing  
Professional

## EXECUTIVE SUMMARY

I am a marketing professional with experience in sales and export operations i have worked for multinational organisations and dealt with clients from different countries, that makes me well aware of modern international business and helped me understand how to make marketing strategies for diverse markets.

## EXPERTISE

- Communications skills
- Lead generation
- Making sales strategies
- Managing teams
- Self motivation

## PERSONAL INFO

Full name : Syed Ali Mukhtar Zaidi  
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## POSITIONS HELD

### Negotiations Officer(1.5 Months)

*Protege Global*

- Negotiate insurance claims on behalf of clients in United states
- Reaching settlement with insurance companies

### Senior International sales executive (5 years)

*SBT SMC PVT LIMITED (SBT JAPAN)*

- Making sales strategy for selling Japanese used vehicles in international markets
- offering stock and auction cars to international clients
- Managing export processes

## EDUCATION & TRAINING

### INDUS UNIVESITY

*BBA (HONS) |Jan 2009 - Apr 2013*

Business graduate from INDUS UNIVERSITY with Marketing electives

### SALES AND MOTIVATIONAL TRAINING

*Learning and organizational development*

Attended training course from Arsalan Lariq on sales and motivation and how to be more productive at work

## SPEAKING ENGAGEMENTS

During my tenure at SBT i have conducted many training sessions and have spoken on various issues such as

- Product knowledge
- Communication skills
- Increasing Productivity
- Marketing strategies
- Market Knowledge.