



# SHER AFSAR

PROJECT SALES PROFESSIONAL

A hard-working, knowledgeable and target-oriented Sales Manager with an extensive successful sales record. Builds and maintains a loyal client base through strong relationship-building skills and excels at devising strategies for increased sales. Skilled in bring out the best in staff; able to manage ability; skilled in planning, scheduling and meeting deadlines.

## CONTACT

### Phone

+92 311 5719224

### Email

info@sherafsar.com

### Address

Street Dr. Khursheed, Khawaja  
Nager Hassan Abdal.

## EDUCATION

2015

**PIPFA**

PIPFA, Islamabad

2014

**MS Finance**

AIOU, Islamabad

2013

**M.Com**

University of Sargodha

2011

**MBA**

AIOU, Islamabad

2009

**B.Com**

University of Gujrat

## EXPERTISE

- Sales Target Management
- Sales Development
- Leadership
- Communication

## Language

- English
- Urdu
- Punjabi

## EXPERIENCE

### ZONAL MANAGER, GRAANA.COM ISLAMABAD

SEPT 2022 - PRESENT

- Team Building & Team KPI monitoring.
- Meeting with Clients both personal and team
- Project Briefing & coordination with Project Point of Contact for Clients
- Strategies for month targets & making the team productive.
- Planning, Execution & Implementation of strategies.

### BUSINESS DEVELOPEMENT MANAGER, ZAMEEN.COM ISLAMABAD

MAR 2020 - AUG 2022

- Sales Closing improvement & mentoring.
- Hiring and training sale executive, training and motivating them from cold calling to successfully close the sale.
- Project briefing, CRM training & sales cycle completion.
- Training Sales executive on importance of good communication skills, self-motivation, problem solving, salesmanship, team coordination, time management and stress management.
- Training Sales executives on CRM software and MiHCM.
- Strategies for month targets

### SALES EXECUTIVE, PAKLAND BUILDERS, ISLAMABAD

NOV 2021 - JUN 2022

- Oversee the promotion of property sales on advertisement media and listing services
- Meet with prospects and clients interested in properties to offer them real estate deals
- Communicate with clients to identify their requirements and choice of property
- Oversee the preparation and approval of documents such as purchase agreements, and lease contracts

## Reference

### Upon Request

Regional Manager, Graana.com

### Upon Request

Assistant Director Sales, Zameen.com