



Raja Mansoor

Sales Director

PROFILE

Accomplished Sales & Marketing Manager with 10+ years of experience developing and maximizing sales. Hardworking and driven sales management professional equipped to revitalize sales operations and align procedures to maximize profits and client acquisition.

Successful at improving sales procedures to streamline and strengthen processes. Multifaceted leader with analytical and diligent approach to building and leading strong teams.

LANGUAGE

English

Arabic

Hindi

Urdu

Hindku

CONTACT ME

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Marasi Drive, Business Bay

Dubai

SKILLS

- Order Management
- Sales Processes
- Business Development
- Sales Expertise
- Product & Service Sales
- Sales Reporting
- Marketing Strategy
- Direct Sales
- Sales Presentations
- Database Management
- Time Management

EDUCATION

2011-2014

Dawood University of Engineering & Technology - Karachi

B.E Computer System Engineering

2008-2010

DJ Govt. Science College - Karachi

Intermediate: Pre-Engineering

PROFESSIONAL EXPERIENCE

Jan 2025 - Present

Sales Director - Mahraj Group of Companies, Dubai

- Develop and execute strategic sales plans to achieve revenue targets and expand market share
- Lead and manage high-performing sales teams across multiple regions, fostering a culture of success
- Establish and maintain key client relationships and strategic partnerships to drive business growth
- Monitor sales metrics, forecasting, and pipeline management to ensure accurate reporting and goal attainment
- Collaborate with C-level executives on business development strategies and long-term organizational goals

- Implement innovative marketing strategies and brand positioning to enhance market visibility
- Drive market penetration and expand network connections through targeted client acquisition initiatives

Jul 2020 - Dec 2024

Sales Manager - Mumtaz Tents (Group of Companies), Sharjah

- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals
- Managed order cycle to enhance business development and maintain sustainability and customer satisfaction
- Aggressively pursued competitive accounts by differentiating company from competitors
- Handled all customer relations issues pleasantly, enabling quick resolution and client satisfaction
- Developed strategic relationships with key suppliers and clients to foster profitable business initiatives
- Brought in more than AED 8.5 Million in sales as an individual in less than 12 months
- Identified, hired and trained highly-qualified staff by teaching best practices, procedures and sales strategies
- Initiated new sales and marketing plans for product roll-outs, including developing sales, distribution and media strategy

Feb 2018 - Jul 2020

Sales Executive - Mumtaz Tents (Group of Companies), Sharjah

- Increased revenue by implementing effective sales strategies in all aspects of sales cycle process from prospecting leads through close
- Analyzed past sales data and team performance to develop realistic sales goals
- Collaborated with internal teams and suppliers to evaluate costs against expected market price points
- Presented products to clients using dynamic presentations and practical use-case scenarios
- Coached sales associates in product specifications, sales incentives and selling techniques
- Increased sales with execution of full sales cycle processing from initial lead processing through conversion
- Built and maintained positive relationships with diverse stakeholders

Dec 2016 - Feb 2018

Sales Associate - Al Badar Tents Making & Exhibition System, Umm Al Quwain

- Provided information on company offerings to promote products and services to customers
- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals