



**MIRZA IMTIYAZ**  
**MARKETING & SALES MANAGER**

## ABOUT

Dynamic Sales Manager with over 30 years of experience driving revenue growth and operational excellence across sales and marketing. Expertise in corporate sales, client acquisition, team leadership, and business development in global markets (Middle East & India). Adept at creating strategic plans, leading teams, and achieving sales targets through innovative solutions.

## WORK EXPERIENCE

### Yes Marketing

*Marketing & Sales Manager*  
**JAN 2024-JAN 2025**

Created and managed digital campaigns for top clients  
Increased clients' digital presence and customer interaction by Digital Marketing tools(SMM,SEO)

### Arabian Business Machines Co-Olayan

*Sales Manager*  
**June-2006-June 2023**

Direct sales of Toshiba MFPs, projectors, POS systems, achieving a 17-year success tenure.  
Negotiated large-scale corporate contracts, leading to significant business expansion

### Canar Office Systems Co-AlgoSaibi,K.S.A.

**Regional Supervisor-Sales**  
**Aug 1995-May 2006**

Led sales for Ricoh/Nashuatec photocopiers, multimedia projectors, Sales & Business Development,Corporate sales, tender preparation, lead generation

### Eros Group-Dubai,UAE

**Branch Manager**  
**Aug 1995-May 2006**

Cannel sales for HITACHI brand Electronics and Appliances  
Sales & Business Development,on wholesales and Export deals  
Branch & Showroom Incharge

### Bee Electronic Machines Co-BeeCanon

**SALES MANAGER**  
**May 1991-May 1994**

Overall sales for Canon photocopiers and facsimile machines in Gujarat

## CONTACT

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## EDUCATION

**Dr.C.V.Raman University,Bilaspur,India**  
M.B.A.(Information Technology) 2012

**Bhavan's H.B.Institute of Comm. & Mgt**  
Post Graduate Dip.in Marketing & Sales Mgt.  
1991

**M.G.Science College-Gujarat University**  
B.Sc.(Bachelor Of Science) Degree 1989

### Ahmedabad School of Digital Marketing-ASDM5

Digital Marketing-Certificate Course,2025

- Digital Marketing
- Google Meta Ads,Social Media Marketing,SEO
- Website Development & Designing

## PROFESSIONAL SKILLS

- Content Writing
- Ad Campaign SMM (FB,Instagram,Whatsapp)
- Logo Design,Branding
- Product Promotions
- Lead Generation,Traffic Management
- MS Office Suite: Word, Excel, PowerPoint, Access
- Solution Selling Experience with Canon, Toshiba, Ricoh MFPs, Panasonic Displays,Epson projectors, digital signage

## PRODUCT SOLUTION SALES TRAININGS

- TOSHIBA MFP's,Y-Soft SafeQ,MyQ.PaperCut,MPS
- RICOH Aficio solutions specialist
- Canon MFP's UniFlow solutions
- Panasonic Displays & LED Signage solutions

## LANGUAGE

English, Arabic.Hindi,Urdu.Gujarati