

Aeman taufiq
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PROFILE

"Versatile and Accomplished Professional with 4 Years of Expertise in Accounting and Sales | Adept in Navigating National and International Business Landscapes | Proficient in Cutting-Edge Accounting Software | Proven Track Record of Exceeding Targets and Driving Business Success | Dynamic, Results-Driven, and Adaptable."

PROFESSIONAL EXPERIENCE

Sale development representative | NeuraFirst | **| DEC23-Present |**

- Served as a Salesperson and Development at NeuraFirst.
- Successfully engaged clients in personalized financial solutions.
- Excelled in driving sales using innovative digital banking tools.
- Delivered exceptional customer service and exceeded sales targets consistently.
- Responsibilities included:
Responsibilities at NeuraFirst:
 1. Team leadership for exceeding sales targets.
 2. Strategic business growth planning.
 3. Performance reviews and training.

Accountant | SZ shipping PVT. LTD | **| MAY20-OCT23 |**

- Implemented a digital expense tracking system, reducing manual errors by 15% and expediting the reimbursement process for employees at SZ Shipping Company.
- Led the successful integration of accounting software, resulting in a 25% reduction in month-end closing time and enhancing overall financial reporting accuracy.
- Developed and executed training programs for the finance team, fostering digital literacy and ensuring smooth adaptation to new accounting technologies at SZ Shipping Company.

Sale manager | SZ shipping PVT.LTD | **| JUN21-OCT23 |**

- Led a high-performing sales team, achieving a 20% increase in quarterly sales.
- Implemented strategic sales plans resulting in the acquisition of key accounts.
- Fostered strong client relationships, ensuring customer satisfaction and repeat business.

Account manager | Amazon store | **| JNE19-AUG23 |**

- Exceeded sales targets by 20% through strategic account management, cultivating strong relationships with key clients and implementing targeted upselling strategies in the Amazon store.
- Implemented a customer feedback analysis system, leading to a 15% increase in positive reviews and improved overall customer satisfaction for products in the Amazon store.
- Successfully launched a promotional campaign resulting in a 30% boost in sales for a specific product line, demonstrating effective marketing and sales coordination as an account manager at Amazon.

EDUCATION

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- Bachelor's in business and administration (banking and finance) **| FEBRUARY 22 |**
 - Institute of chartered accountant of Pakistan (CA). **| SEPTEMBER 19 |**

CERTIFICATE

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- Certified Sales Professional (CSP)
 - Assessments of fundamental competencies examination (AFC)
 - English oxford language certificate (7 BANDS)

SKILLS

- Financial Analysis and Reporting
- Expertise in Accounting Software
- Attention to Detail and Accuracy
- Problem-Solving and Decision-Making
- Effective Communication
- Regulatory Compliance Management
- Familiarity with CRM software

ACKNOWLEDGEMENT

- Proven ability to cultivate strong client relationships
- Consistently meet and exceed sales targets
- Effective communication of product value to customers
- Dedication to ensuring customer satisfaction
- Adaptability to dynamic market demands

Proficient in accounting software including:

- QuickBooks
- XERO
- SAP
- Oracle Financials
- Microsoft Dynamics
- MICROSOFT ESP
- Sage Intacct
- ZOHO Books
- Wave Accounting