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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**

- Bachelor's in business and administration (banking and finance)
- Institute of chartered accountant of Pakistan (CA).

**| FEBRUARY 22 |**

**| SEPTEMBER 19 |**

## **CERTIFICATE**

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

## **SKILLS**

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- 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**

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- 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