

M BILAL HANIF



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Visa Status: Valid till – Jan 09, 2024

SUMMARY

Experienced B2B sales specialist with a proven track record of driving revenue growth through strategic planning and team leadership. Skilled in client relationship management, sales analytics, and staff development to consistently exceed targets. Adept at fostering a high-performance sales culture to achieve organizational objectives.

EDUCATION

SZABIST University, Islamabad

Master's in Business Administration
2021 – 2023

Air University, Islamabad

Bachelor's in Business Administration
2016 – 2020

SKILLS

R-Statistics, SPSS, Google Tag Manager,
Excel, Google Analytics, Adobe Photoshop,
PowerPoint

SOFT SKILLS

Negotiation, Closing Deals, Upselling & Cross
Selling, Self Starter, Problem solving,
Strategic Planning, Risk Management,
Startup Vision, Multitasking, Teamwork,
Client Management & Communication

TECH KNOWLEDGE

- Power BI
- Tableau
- Propforce
- Microsoft Excel
- ERP Systems
- EPOS (HTT Devices)

PROFESSIONAL EXPERIENCE

Assistant Manager Sales

Zameen.com | Aug 22 – Aug 23

- Successfully closed over multiple property transactions, demonstrating strong negotiation skills and market knowledge to secure optimal deals for clients.
- Provided comprehensive market analyses and property valuations to clients, facilitating informed decision-making.
- Implemented effective digital marketing strategies, including social media campaigns and virtual property tours, resulting in a 30% increase in lead generation and client engagement.

Key Account Executive Sales

Zeta Technologies Pvt. Ltd. | Jun 21 – July 22

- Hand on sales experience on corporate sector and Key Accounts of Isb & Rwp region.
- Have worked on business development, Lead generation and revenue growth by following KPI's.
- Developed dashboards in data visualization tools (Tableau, PowerBI, etc) to track key company KPIs and measure success.
- Developed route mapping and implement strategies to follow routes by the team.

Key Account Executive Sales

AbuDawood Pakistan | Jan 20 – Jun 21

- Develop and maintain strong relationships with key clients and stakeholders.
- Develop and implement effective sales strategies for key accounts to achieve revenue targets.
- Conduct market research to stay informed about industry trends, competitor activities, and consumer preferences.
- Negotiate contracts, terms, and agreements with key clients to ensure mutually beneficial partnerships.