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Date of Birth: 16/06/1990

Language: English, Urdu, Punjabi



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### Professional Overview

A highly motivated, confident account manager with exceptional multitasking and organizational skills. Has extensive experience of identifying the needs of corporate customers and running and delivering sales and marketing campaigns for key clients.

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### Professional Experience.

#### Pakistan Intermodal Limited (Marine Group) 2022-Present Key Account Manager Sales



- Achieved the targets thorough understanding of business processes and implementing the same.
- Understanding customers' diverse, specific business needs and applying productknowledge to meet those needs.
- Fixed appointments and direct field visits to potential areas and doing demos/ onlinedemos.
- Design and implement strategic sales plan that expands company's customer base andensure its strong presence in the market.
- Responsible for deal execution, ensuring to buy, sell and renew contracts.
- Coordinates and leads service review meetings to ensure customer satisfaction.
- Formulate pricing plan, payment terms and handle various aspects of customer management.
- Build and maintain positive and effective working relationships with clients.
- Achieved the highest grossing account for the 2022, 2<sup>nd</sup> quarter with a 150 container contract amounting to PKR27million.
- Massively increased the revenue for the last quarter of 2022 (**PKR116Million– PKR186Million**)

#### Wolt Sweden 2020 – 2021



#### Inside Sales Executive

- Maintain a 70% customer renewal rate.
- Keep detailed account records and contact logs.

- Respond to all customer inquiries in a timely manner.
- Negotiate prices, terms of sales, and service agreements.
- Utilize a consultative selling approach on all calls.
- Give on-site sales presentations to existing and potential customers.
- Developed strategies to grow customer base, which resulted in a 25% increase in monthly sales.

## Svensk Hemleverans Sweden 2019–2021

### Distributor operator & Sales Executive



- Increased territory sales each year from SEK 47,000 per year to over SEK 240,000 per year through account penetration and new account development.
- Successfully acted as a liaison between multiple departments and customers to ensure accurate orders, on-time deliveries, and adherence to all payment and credit policies.
- Successfully achieved six of seven assigned bonus goals within six months of employment.
- Increased sales by 25% by adding 8 new distributors.

## Foodora Sweden 2019 – 2020



### Rider Captain

- Managing a team of more than 30 drivers and 20 riders
- Assisting during recruitment and onboarding processes
- Company car fleet maintenance and management
- Shift scheduling and adjustment on daily basis for 2 cities in Sweden.

## TCS November 2017–September 2019

### Relationship Executive & Manager Projects.



- Monitored all production operations.
- Meeting with Potential partners and arranging deals.
- Set sales and profit goals for facility.
- Prepared monthly assessment of center's operations.
- Provided extensive training for Retail Team and Franchisees.
- Manage Projects ( Ministry of Foreign Affairs, HEC, Police Character Certificate, PSLTicketing and Sentiment project)

## Zameen.Com September2017–November2017



Assistant Account Manager Sales.

- Assisting clients in different ways to expose their brand.
- Responding promptly to client Enquiries.
- Meeting with Potential partners and arranging barter deals.
- Handling the Initial Pitching to Potential Sponsors to Exhibitors or Sponsors to setup a meetingwith operations, closer to the show.

Key Skills and Abilities.

### Area of Expertise

- Sales initiatives
- After Sales skills.
- Marketing.
- Market research.
- Face to face meetings.
- Contract Negotiations.
- Customer Interaction.
- Delivery Management.
- Cost Control.
- Account Management.
- Operations Management.
- Supply Chain Management.
- Logistics Management.
- Inventory Control.

### Education.

#### Matriculation.

Board Of intermediate & Secondary Education Lahore.

Computer Science 2006

#### Intermediate.

Garrison Science Degree College Lahore

I.com 2008

#### Bachelor's in business administration.

Hajvery University Lahore 2013