

Haroon Tariq

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Profile

Accomplished Territory Sales Manager with years of experience in driving revenue growth and leading high-performing teams. Expertise in developing strategic sales initiatives, optimizing processes, and building strong client relationships to consistently achieve and surpass organizational goals.

Experience

TERRITORY SALES MANAGER | TALIB ASSOCIATES, OMORE ICE CREAM | MARCH 2022 – PRESENT

- Developed and executed sales strategies to expand market share within assigned territory, driving consistent revenue growth.
- Coordinated with marketing, customer support, and product teams to deliver tailored solutions and enhance customer satisfaction.
- Led a team of sales representatives, providing coaching, training, and performance management to achieve sales targets.

DATA PROCESSING OFFICER | STEPS AHEAD | FEBUARY 2020 – FEBUARY 2022

- Managed the collection, processing, and analysis of large datasets to ensure accuracy, consistency, and timeliness of information.
- Developed and maintained data reports, summaries, and dashboards to support decision-making processes and business operations.
- Trained and supported team members in data entry and processing techniques to improve efficiency and accuracy.

FRONT END DEVELOPER | DEVTROX SOFTWARE COMPANY | MAY 2021 – JANUARY 2024

- Designed, developed, and maintained responsive user interfaces for web applications, ensuring an optimal user experience across devices.
- Ensured cross-browser compatibility and optimized performance for fast loading times and seamless user experiences.

Education

B.S. IN INFORMATION TECHNOLOGY | AUG 2024 | UNIVERSITY OF GUJRAT, HAFIZ HAYAT CAMPUS

FSC (PRE-ENGINEERING) | JUNE 2019 | ARMY PUBLIC COLLEGE FOR BOYS, JHELMUM CANTT

Skills & Abilities

- Sales Strategy Development
- Team Leadership
- Client Relationship Management
- Market Analysis & Research
- Negotiation & Closing
- Budgeting & Reporting

Activities and Interests

Photography, Video Editing, Documentaries, Hiking, Travel