

BADAR ZIA

SALES DEVELOPMENT



OBJECTIVE

My objective is to utilize my six years of Sales experience & skills in the Technology industry to become a top-performing employee, by leveraging my knowledge of lead generation, customer relations, and market analysis to maximize customer growth and foster long-term relationships. Seeking for an opportunity with steady employment and career growth opportunities to become a core part of the management.



Lahore, Pakistan



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10/08/1996

SOCIAL


 <https://bit.ly/3LGkYIC>

 <https://bit.ly/3oOKZ9n>

INTEREST


 Swimming


 Video Games


 Travelling

 Cricket

LANGUAGE

English 

Urdu 

Punjaabi 

SKILL

EDUCATION

2019/03
2022/05

HAJVERY UNIVERSITY

Bachelors in Commerce & IT (B.COM IT)

CGPA - 3.5

EXPERIENCE

2022/04
Present

ROYAL CYBER INC.

Inside Sales Manager - Digital Transformation

- Actively sourcing new sales opportunities through cold-calling and emailing.
- Developing in-depth knowledge of product features and benefits.
- Utilizing virtual meetings to build relationships with new customers.
- Creating a sales pipeline to accurately reflect the relative placement of sales prospects in the purchasing process.
- Create and manage technology specific email campaigns from scratch to produce potential leads.
- Strategize plan on promote & generate registrants for Webinars, Conferences, In-Person & Company events.

SaaS	<div><div></div></div>
eCommerce	<div><div></div></div>
Technology	<div><div></div></div>
FinTech	<div><div></div></div>
Communication	<div><div></div></div>
B2B - B2C	<div><div></div></div>
Cold Calling	<div><div></div></div>
Salesforce	<div><div></div></div>
SalesLoft	<div><div></div></div>
Microsoft Office	<div><div></div></div>
Microsoft Dynamics 365	<div><div></div></div>
Active Listening	<div><div></div></div>
HubSpot	<div><div></div></div>
Zoho People	<div><div></div></div>
Email Marketing	<div><div></div></div>
Solving Complex Issues	<div><div></div></div>
Rapport Building	<div><div></div></div>
Active Listening	<div><div></div></div>
Building Sales Pipeline	<div><div></div></div>
Sales Cycle	<div><div></div></div>
Sales & Business Development	<div><div></div></div>

2020/11

2022/03

MOTIVE INC. (FORMERLY KEEPTRUCKIN)

SMB Account Executive

- High volume cold calling, prospecting new business and making outbound calls.
- Demo KeepTruckin software to prospective fleet managers and drivers.
- Educate fleet managers and drivers about KeepTruckin, understand their requirements, and help them get started with KeepTruckin.
- Maintain a consistent pipeline of qualified prospects and provide accurate forecasts for revenue.
- Achieve daily KPIs and monthly quota.
- Acheived highest number of Sales in a single month, closing \$22000 in revenue.

2019/03

2020/10

IBEX GLOBAL - DIGITAL GLOBE SERVICES

Sales Executive

- Receive/Cater inbound calls to promote and sell the product/service.
- Ensure customer follow-up all the time
- Handle customer needs and requirements
- Respond and resolve customer inquiries & Identify Rapport Building Opportunities
- Ensure monthly sales conversion benchmark

2017/06

2019/02

360 BPO SOLUTIONS

Lead Generation Executive

- Research, track, maintain and update leads
- Make outgoing calls to develop new business
- Research and maintain lead generation database
- Conduct customer research
- Conduct client or market surveys to obtain information about potential leads

2016/06

2017/06

EPLANET COMMUNICATION INC.

Customer Service Representative

- Greeted customers with energy and enthusiasm upon their entry.
- Established and maintained lasting relationships with clients, customers, and other team members.
- Actively educated and advised customers about a broad range of client products and services.
- Strove for diplomatic conflict resolution in case of customer complaints or concerns relating to client products and services.