



HUSNAIN UL ABIDIN

Sales Executive

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Location:
United Arab Emirates

Professional Summary

Remarkable Sales Executive with over **4 years** of experience in driving revenue growth, exceeding targets, and implementing strategic sales plans. Proven leader with strong interpersonal and communication skills, proficient at building and motivating cross-functional teams for achieving common objectives.

Academic Qualification

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|---|--------------------------|-------------------------|
| Bachelor of Business Administration (Hon.) | University Of Gujrat | CGPA = 3.00/4.00 |
| HSSC (Pre-Engineering) | Govt. College Gujranwala | 70% |
| SSC (Science) | Govt. T. N Muslim High | 70% |

Work Experience

Company: Khatib & Alami, Saudia Arabia

Title: Sales Executive

Duration: April 2022 to October 2023

Roles and Responsibilities

- Maintain high conversion rates and achieve monthly assigned targets.
- Build and maintain strong and long-lasting customer relationships and identify business development opportunities.
- Prepare proposals and follow up with potential clients until closing deals.
- Generate a strong trust between the company and the client via highlighting our after-sale services in coordination with the concerns team.
- Update lead and prospect interaction in the database on a daily basis.
- Increase the value of current customers while attracting new ones.
- Develop and implement effective sales strategies to achieve and exceed sales targets.
- Collaborate with internal teams, including procurement, logistics, and customer support, to ensure smooth operations and customer satisfaction.
- Initiate contact with potential customers keen on availing our services, presenting compelling sales deals that meet their business objectives.
- Conduct market research to identify selling possibilities and evaluate customer needs.
- Gather feedback from customers or prospects and share it with internal teams.

Company: Boss Furniture Ltd.

Title: Sales Assistant

Duration: October 2019 to April 2022

Roles and Responsibilities

- Generate and develop sales and convert leads.
- Generate new leads through the allocated sales and marketing plan.
- Meet strictly the sales target allocated by the sales plan, measured by Management's KPIs.
- Qualify all sales leads based upon specific lead qualification criteria.
- Work closely with our innovative marketing team to coordinate promotional activities and campaigns, ensuring a unified approach to market engagement.
- Participate on behalf of the company in exhibitions or conferences.

- Prospect into multiple organizations via cold calling, networking, e-mail/e-marketing, and utilizing Internet information sources.
- Prepare and deliver appropriate presentations on products and services.
- Set up meetings with potential clients and listen to their wishes and concerns.

Skills

- | | |
|------------------------------------|----------------------------------|
| ◆ Customer Relationship Management | ◆ Sales Target Achievement |
| ◆ Budget Management | ◆ Product Knowledge |
| ◆ Google Ads | ◆ Social Media Marketing |
| ◆ Social Media Management | ◆ Search Engine Optimization |
| ◆ Website Designer | ◆ Creativity and Problem Solving |
| ◆ Mobile App Designer | ◆ Canva Expert |
| ◆ Microsoft Office | ◆ Digital Media Awareness |

Achievement and Certifications

- ◆ **Google UX Design Professional Certificate (Nov 22, 2023)**
Coursera Educational Platform
- ◆ **Excel Skills For Business (Nov 06, 2023)**
Macquarie University Sydney on Coursera
- ◆ **Online UI/UX Design Certificate (07/2023 to 09/2023)**
PAKISTAN INFORMATION TECHNOLOGY BOARD (E-Rozgaar)
- ◆ **Online E-Commerce (04/2023 to 07/2023)**
PAKISTAN INFORMATION TECHNOLOGY BOARD (E-Rozgaar)
- ◆ **Online Digital & Social Media Marketing (01/2023 to 03/2023)**
PAKISTAN INFORMATION TECHNOLOGY BOARD (E-Rozgaar)
- ◆ **Online Digital Marketing (09/2022 to 02/2023)**
INSTITUTE OF DIGITAL MARKETING (IDM)
- ◆ **Online Amazon Virtual Assistant (09/2020 to 12/2020)**
TECHNICAL EDUCATION AND VOCATIONAL TRAINING AUTHORITY (TEVTA)
- ◆ **Content Marketing and Advertising (09/2019 to 12/2019)**
PAKISTAN INFORMATION TECHNOLOGY BOARD (E-Rozgaar)

Personal Information

DOB: February 01 1994

Marital Status: Single

Visa Status: Visit Visa