

EDUCATION

Bachelors in Mass Communication

NUST - School of Social Sciences and Humanity

2016-2020

Production, Journalism and Marketing.

SKILLS

Persuasive Communication

Relationship Building

Negotiation Skills

Closing Mindset

Lead generation

LANGUAGES

English 

Urdu 

EXTRAS

- Writer, Host, and Editor of a Facebook talk show "Mohazzibana Chillings," addressing contemporary issues with a lighthearted approach.
- Directed a number of short films and documentaries, provided engaging voiceovers, and collaborated for a compelling project with the Pakistan Air Force.

REFERENCES

Saad Sultan Goraya - Project Manager at VTT Global

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M. Shahnawaz - Manager at Motive(Formerly KeepTruckin)

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Milos Mitrovic - Campaign Director at Salesbox

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Ali Khan - Sales Director at Salesbox

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ali@salesbox.io

PROFILE

I am a dynamic sales executive with 3 years of experience in consistently surpassing revenue targets. I have in my sales arsenal the ability to craft and deploy tailored solutions, persuasive communication tactics, and data-driven strategies. I've been recognized for fostering strong client relationships, capitalizing on market trends, and utilizing market insights and CRM systems to optimize sales processes and drive revenue growth.

My specialty? I never accept 'no' for an answer.

RELEVANT EXPERIENCE

Account Executive

September 2023 - Present

SalesBox

salesbox.io

- Served as the primary point of contact for key accounts across diverse industries including SAAS, Insurance, Digital Media and Cloud based ERPs.
- Collaborated with clients to develop comprehensive account plans and strategies to bring new business.
- **Assisted clients in closing \$2M worth of opportunities to date.**

Business Development Executive

August 2022 - September 2023

SalesBox

salesbox.io

- Managed and optimized sales pipeline for diverse clients, ensuring consistent lead flow.
- Utilized HubSpot, collaborated with teams, and achieved remarkable track record with revenue growth.
- **Top performer for 4 consecutive months.**

Account Executive

August 2021 - August 2022

Motive (Formerly KeepTruckin)

gomotive.com

- Proactively engaged SMB clients, delivering compelling sales presentations and product demos.
- **Consistently exceeded quarterly quota by 155% through effective pipeline management and collaboration.**

Digital Marketing Associate

May 2021 - July 2021

Repstack

repstack.co

- Successfully secured qualified meetings by showcasing creativity through captivating Loom presentations, while identifying strategic areas for business growth.

Quality Analyst/ Research Agent

September 2015 - June 2016

MA Services

maservices-ltd.com

- Analyzed research agents' calls based on client standards as a QA.
- Conducted telephonic interviews and surveys as a research agent in diverse global locations.