

Hafiz Usman Ali

Date of Birth 15-08-1992

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Professional Summary

Experienced Business Development Manager with 7 years' experience in sales and marketing with National and Multinational Organisations. Holding M.Com Marketing degree as well. Seeking a responsible and challenging position with a dynamic organization which offers opportunity for personal and professional development to utilize sales and marketing oriented skills.

Work Experience

07/2019 - Present

Zameen.com

Business Development Manager

- Maintaining business in Pakistan and in different Countries
- Dealing with National and International Clients
- Handling team of 5 sales professionals
- Training of new team members
- Researching organizations and individuals to find new opportunities
- Finding and developing new markets and improving sales
- Allocating the Sales targets to sub ordinates
- Developing goals for the development team and business growth and ensuring they are met
- Reporting to the Regional Sales Manager

03/2017 - 06/2019

Hascol Petroleum Limited

*Assistant Sales Manager

- Identifies business opportunities and complete sales cycle
- Sells products by establishing relationships with dealers
- Managing team of 6 sales professionals
- Distribution management and achieving sales targets set by employer
- Prepares reports by collecting, analyzing and summarizing information
- Maintaining an overall management style that follows company best practice

01/2013 - 02/2017

State Life Insurance Corporation of Pakistan

Sales Manager

- Designing and implementing effective marketing strategies to sell new insurance contracts
- Contacting potential clients and creating rapport by networking, cold calling, using referrals etc
- Retain continuous awareness of transactions, sales and terms and keep relative records
- Managing team of 6 sales professionals
- Check insurance claims to solidify trust and safeguard reputation

Education

2015 - 2017

University of Agriculture Faisalabad

M.com (Marketing)

2013 - 2015

University of the Punjab, Lahore

B.com (Commerce)

Languages

English — Native

Urdu — Native

Punjabi — Native

Additional Skills

- Team Player
- Quick Learner
- Self Motivated
- Strong Analytical Skills
- Development of Public Relations
- Hardworking and dedicated to work
- Good Interpersonal and Communication Skills
- Ability to Manage Self, Projects, Team and Time.
- Ability to work under pressure and deal with challenges

Hobbies

- * Online Quran Tutor
- * Travelling
- * Research
- * Playing Cricket