

# Hafiz Usman Ali

**Date of Birth** 15-08-1992

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## Professional Summary

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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

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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 practices

01/2013 - 02/2017

### **State Life Insurance Corporation of Pakistan**

**\*Sales Executive\***

- 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
- Check insurance claims to solidify trust and safeguard reputation

## Education

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**University of Agriculture Faisalabad**  
M.com (Marketing)

2015 - 2017

**University of the Punjab, Lahore**  
B.com

2013 - 2015

## Languages

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Urdu — Native

English — Native

Punjabi — Native

## Additional Skills

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- 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

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