



Ahmad Syed

Sr.Sales Executive

Personal Details

St#06 Income Tax Colony Bosan
Road Multan Pakistan
03076364605
ahmedsayed605@gmail.com

Technical Skills

Microsoft Excel

Microsoft Office

Microsoft Word

Social Media

Languages

Urdu

English

Skills

Product Presentation, Communication,
Marketing, Adaptability, Deal closing,
Problem Solving, Negotiation,
Leadership, Customer Relationship,

Professional Summary

Experienced sales representative with a proven track record in the internet and Fintech industry. Proficient in building and nurturing client relationships, driving revenue growth, and exceeding sales targets. Skilled in identifying customer needs and providing tailored solutions. Open to connecting and exploring exciting possibilities.

Employment History

Senior Sales Executive (Stormfiber powered by Cybernet, Multan)

Nov 2024 - PRESENT

- Identifies business opportunities by identifying and evaluating prospects, researching and analyzing sales options.
- Achieve monthly sales targets. Carried out retention calls with unsatisfied customers, convincing most of them to using the internet services.
- Explores new potential areas.

Customer onboarding, NAYAPAY:

- Onboarding customers and merchants helping them to build their wallets.
- Identifying and researching opportunities that come up in new and existing markets.
- Preparing and delivering pitches and presentations to potential new clients.

Direct Sales Executive (Stormfiber Powered by Cybernet, Multan)

Mar 2021 - Oct 2024

- Creating new sales prospects and drive conversions through presentations and engagements.
- Achieve monthly sales targets. Carried out retention calls with unsatisfied customers, convincing most of them to using the internet services.
- Develop company name in market.

Sales Officer Al-Faisal Engineering, Multan

Apr 2020 - Dec 2020

Increase sales and collection target to company. Analyze the competition to create a plan for engagement. Research client base to find new types of customers and sells to them accordingly.

Education

MBA (Marketing of Financial Services), Institute of Banking and Finance, Bahauddin Zakariya University, Multan

Oct 2015 - May 2019

B.COM, Punjab Commerce College, Multan

Aug 2013 - June 2015

Academics Projects

Marketing Prototype

- Fun & Fitness with uniqueness

Mar 2016 - JUNE 2016

- Track Snak

Nov 2016 - Feb 2016

A fast food carrier lorry, moving on highways to facilitate the services.

Certificates

- B2B and Territory Sales Strategies and Techniques (Coursera Instructor Network)
- Certificate in Internship Program
- Certificate in Entrepreneur, Multan

References

Will be furnished on demand.