

MOIZ-UL-HASSAN

Phone:+92 332 2398253

Email:moizulhassan352@gmail.com

Location: Karachi

-----PROFESSIONAL PROFILE-----

Highly motivated and confident **Sales Executive** with expert knowledge of the sales process and having recognition of human and emotional aspects of buying and selling. Over **3 years** of diversified experience with having skills in negotiating deals of all sizes, customer servicing, cash handling and introducing complex information to any audience.

-----SKILLS-----

- Strong ability to network with current and potential clients.
- Exceptional communication and presentation skills.
- Able to work independently or as part of a team.
- Extremely organized when it comes to client information.
- Able to work in any size territory and meet all sales goals.

-----CAREER SUMMARY-----

IRAQI AIRWAYS

Mar2020 – to date

Sales Executive/Accounts Assistant.

- Responsible for interacting with the clients and solving their queries.
- Maintaining the records of customer interactions and follow up with the clients.
- Providing feedback of the clients to the concerned departments and authorities so as to improve the services.
- Maintaining the records of the airline tickets.
- Maintaining the billing and accounts of service providers.
- Handling cash of tour department.
- Maintain the billing and accounts of service provider.
- Data entry in financial software (recommended by Iraqi government).
- Responsible for the petty cash of tour department.

OBS / SEARL PAKISTAN

Feb2018– Sep 2019

Senior Territory Manager

- Built, executed and refined a territory management plan in consultation with the National Sales Manager.
- Increased the depth of key account relationships through regular contact and reviews at a corporate level within our clients' offices.
- Developed superior product and disease state knowledge and effectively educated and engaged healthcare professionals in meetings and telephonic dialogue.
- Created demand at the end user level by actively pursuing the clients. Analyzed end user area sales monthly and proposed market share development plans to management on a quarterly basis.
- Provided regular monthly feedback to marketing on Company's campaign and competition activities in assigned territory.
- Ensured timely and accurate reporting of sales activities in CRM systems as per Company's guidance.

UBER PAKISTAN

Oct2017-feb2018

Marketing Lead

- Generated business by smartly pitching and convincing auto rickshaw drivers the advantages of app.
- Gathered and maintained data to analyze the daily routine of new auto drivers in order to prepare future marketing plans.
- Provided training and guidance to new team members.

-----EDUCATION-----

Graduation: Bachelors of Business Administration
University: IQRA UNIVERSITY, KARACHI.
Year of Passing: 2018
Division 2.5 GPA

Intermediate: Pre-Engineering
Institution: SOS Herman Gmeiner College Karachi
Year of Passing: 2012 Division: 3rd

Matriculation: Computer Science
Institution: CAA Model School Karachi.
Year of Passing: 2010 Division: 1st

-----PERSONAL-----

References: Will be furnished if required

Availability: 10 days after offer letter