



Usama

Haris

SENIOR SALES REPRESENTATIVE

CONTACT

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KEY POINTS

- 2+ years sales experience
- 6 months inbound CSE experience
- Proven sales achievements
- Good grip in cold calling
- Good in creating Rapport.
- Willing to travel

SKILLS:

OBJECTIVE

I am a competent Senior Sales Executive with excellent communication and interpersonal skills, together with a proven track record of achieving sales. I have 2 years of cross selling experience. I am confident in producing results and fulfilling customer expectations in any high ticket Sales Environment. I am looking for more big opportunities in same field.

WORK EXPERIENCE

Inbound Customer Support Executive

Tribe Consulting (Pvt.) Ltd, Sep 2021 - till date

- My job is to manage large amounts of order taking calls in a timely manner.
- I am working as an hybrid agent on two different campaigns following "scripts" when handling different topics.
- Identifying customers' needs, clarify information, research every issue and providing solutions.
- Seize opportunities to upsell products when they arise.

Senior Sales Representative

Safa Worldwide (Pvt.) Ltd, Aug 2019 - Sep 2021

- My role was to generate, sell, negotiate, close and secure new business opportunities through cold calling and achieve my monthly revenue target.
- I was responsible for the entire sales process from prospecting from scratch, building and maintaining a sustainable and completing the successful sale call by converting the lead into sale.
- I was also required to manage, maintain and develop a pipeline of opportunities, and build firm relationships with prospective clients.
- I exceeded my annual targets by 25%+ every year and was the second highest earner in our team of 15.
- I was answering customer questions about credit terms, prices and product. Provided quality customer service, providing requested information and resolving complaints.
- Handled phone calls and sold the targeted application and, achieving sales goals. Recognized for outstanding Sales Performances.
- Created sales tracking tools using Excel, maintaining accurate

- Commercial awareness
- Confidence
- Excellent interpersonal skills
- Team Work
- Maturity
- Numerical skills
- Patience
- Perseverance

records of monthly sales and increasing call and data entry accuracy.

Data Entry Operator

Accounts Tax Consultant, Feb 2019 – Sep 2021

- My role was to entering customer and account data form source documents into the software within time limits.
- Created Excel sheets for bank reconciliation as well as maintained the sales and purchase registries.

EDUCATION

Bachelor of Commerce :

UNIVERSITY OF KARACHI, 2018 – Currently

Intermediate :

P.E.C.H.S (GOVT.)SCIENCE COLLEGE, 2015 – 2017

Matriculation :

ST. LAWRENCE'S HIGH SCHOOL, 2013 – 2015

HOBBIES & INTERESTS

I love cooking, I always find some time to spend in kitchen trying new recipes and I am a real foodie. When the sun isn't shining, you'll find me reading books and listening music inside watching old movies – I'm currently reading "Think And Grow Rich".

REFERENCES

References are available on request.