



AH

M. ADEEL HASHMI

ACCOUNT EXECUTIVE

OBJECTIVE

A resourceful individual with a proven track record in implementing successful marketing strategies, boosting organic traffic, and improving search rankings seeks a position of an IT Service Management role in a challenging workplace that welcomes innovative ideas and offers growth opportunities and positive environment for accomplishing projects.

SKILLS

- Communication Skills
- Project Management
- Upselling Expertise
- Sales & Business Development
- Data Management
- Client's Object Handling
- Understanding Product Knowledge
- Service-Driven Sales Compelling

EXPERIENCE

ACCOUNT EXECUTIVE • MOTIVE (KEEPTRUCKIN) • FEB-2022 - PRESENT

As an SMB Outbound Account Executive, I got the opportunity to work with KeepTruckin's largest line of revenue. SMB customers, trucking companies with 1-19 trucks, make up the majority of KeepTruckin's customer base and are Motive's largest revenue stream. I have played a major role as a sales professional who are competitive, driven, strong communicators and consistently practice refining my skillset. I have been recognized as humble, coachable and relentless towards hitting your goals and targets.

SALES EXECUTIVE • TRIBE CONSULTING • APRIL-2021 - FEB - 22

Managed to work for the Auto Store in the USA located in Texas and Colorado. Foremost duty to contact Car owners in specific areas to check with them if they have any hail damage because of Hail events. offer them our services and book an appointment for the evaluation.

SEO EXECUTIVE • SEMALT •

Applied expert knowledge for daily completion of tasks and streamlining workflows. Coordinated cost-effective solutions across teams, significantly reducing production errors. Provided excellent leadership skills to maintain steady and productive operations. Increased site traffic through targeted marketing and social media campaigns. Ensures all deliverables related to SEO get completed within a specific timeframe. Include to make sure that the SEO plan of action is executed according to the strategy they have been given. The idea is to break down the deliverables into clear and well- defined tasks.



AH

M. ADEEL HASHMI

ACCOUNT EXECUTIVE |

LITIGATION & COLLECTION OFFICER • PROTÉGÉ GLOBAL •

Senior Litigation and collection officer. Working as a Worker's compensation claim's collector. Negotiations and avoid litigation processes and focus to resolve liens in house. Formatting briefs, pleadings and other legal documents. Keeping track of attorney time records and billing. Filing legal documents (e- filing skills are preferred). Corresponding with clients. Maintaining calendars. Try to resolve the liens cases out of the court. Work consistently on those files which are scheduled for hearings.

CUSTOMER SERVICE REPRESENTATIVE • TOUCHSTONE COMMUNICATION •

Performed an average number of follow-up phone calls per day to uncover customer needs and desires regarding product development, use and assistance. Consistently generated additional revenue through skilled sales techniques. Generated leads for new sales through telephone and email contact with customers. Managing incoming calls and customer service inquiries. Generating sales leads that develop into new customers.

TRANSPORT SUPERVISOR • RTL LIMOUSINE UAE •

Supervised all the transport services of different clubs including one of the most famous and most expensive clubs of Dubai "WHITE Dubai" & Drais Dubai. Strategically planned and advised drivers on daily routes. Managed all driver details and delivery information.



AH

M. ADEEL HASHMI

ACCOUNT EXECUTIVE |

EDUCATION

ICS • 2017 • POST GRADUATE COLLEGE SATELLITE TOWN

MATRIC • 2015 • F.G TECH HIGH SCHOOL

CONTACT INFO

CONTACT: +92 3044321529

EMAIL: ADEELHASHMI715@GMAIL.COM