

Tabish Hameed

Proven ability to manage multiple projects while meeting challenging deadlines.

(+92) 332-1515551

tabihameed@gmail.com

DOB: 11- AUG - 1993

SKILLS

Excellent communications skills developed through experience in retail, Customer Services and Marketing.

Highly critical thinker with effective researching skills proven through work experience.

Exceptional leadership skills developed through work experience.

EXPERIENCE

❖ QuickStart, Karachi PAK — *Inside Sales Manager*

January 2017 – PRESENT

Achieving targets on month basis.

Understand customer needs and requirements.

Close sales and achieve quarterly quotas.

Research accounts, identify key players and generate interest.

Maintain and expand database of prospects within assigned territory.

Perform effective online demos to prospects.

AWARDS QUICKSTART

Top Sales Award, achieving highest business.

Top Sales Award, achieving highest business.

❖ MetLife Alico, Dubai UAE — *Financial Advisor*

December 2014 – January 2017

Delivering personalized investment solutions to help clients work toward their long term financial goals.

Providing excellence with quality services and after sale service.

Monitor financial market trends to ensure that plans are effective, and to identify any necessary updates.

Achieving targets on month basis.

AWARDS METLIFE

ANH Champion, achieving highest business.

Pentagon Club, Maximum applications submitted in a month.

Pentagon Club, Maximum applications submitted in a month.

Highest case rate, Highest premium achieved

❖ **Outsource & Solutions Services, Karachi Pakistan — *BDM***

Nov 2010- Sep 2012

Identify business opportunities, negotiates and closes business deals and maintains extensive knowledge of current market conditions. Improve organization's market position and achieve financial growth. Business development manager work as in a senior sales position within the company, working with internal team, marketing staff and other managers to increase sales opportunities and thereby maximize revenue for their organization.

EDUCATION

University of Sindh, Sindh, Pakistan— *Bachelors of Commerce*

2012 - 2014

Commerce & Economics, Karachi, Pakistan — *Intermediate*

2010 - 2012

The Educators, Karachi, Pakistan — *Matriculation*

2008 - 2010

CERTIFICATION

Anti-Bribery: The Corruption Files —MetLife Legal compliance and Ethics Center

Gifts and Gratuities —MetLife Legal compliance and Ethics Center

Anti-Money Laundering —MetLife Legal compliance and Ethics Center

Records Management —MetLife Legal compliance and Ethics Center