



DANYAL SALEEM

Short Background

1. Graduate in Computer Sciences (BS Hons – 4 Years).
2. 30 Years Old.
3. Resident of Rawalpindi City, Pakistan.

8-Years of Experience in following fields:

- a) Sales & Support (8-Years)
- b) Client Relationship Management & Leadership (8-Years)
- c) IT-Support, i.e., Software Management, CRM Software's, Web-based Software's (6-Years)
- d) Human Resource Management (6-Years)

EDUCATION

Bachelors in Computer Science - 2017

THE UNIVERSITY OF LAHORE

CGPA:3.7, Specializations: GUI & UI

CERTIFIED GRAPHIC DESIGNER - 2021

PUNJAB BOARD OF TECHNICAL EDUCATION

Grade: A, Specializations: Graphics

CERTIFIED VIRTUAL ASSISTANT - 2021

PUNJAB BOARD OF TECHNICAL EDUCATION

Grade: A, Specializations: E-commerce

Mobile

+92 0341-4094582

Email to:

HELLODANYAL@GMAIL.COM

EXPERIENCE

Sales & Support Supervisor

2013-2019

Company: Biz Support 365 Pvt. Ltd.

<https://bizsupport365.com/>

I was recruited as a Sales Executive in this Million Dollars Firm; the company's revenue was more or less Millions of Dollars every month.

My contribution in Company's growth as an Executive was:

\$ 55,000/MONTH

I worked in this Firm for almost 6 Years, later in the end I was promoted to Sales Supervisor post.

In these 6 Years, I made this Company (more or less):

\$ 7 MILLIONS RICH

Later, due to Covid-19 Pandemic, I started doing freelance jobs

Following list shows my Freelancing Projects and My Roles:

- | | | |
|----------------------|---|--------------|
| 1. Sales Manager_ | http://ndpstaff.com/ | -USA Company |
| 2. Sales Assistant_ | http://night&day.com/ | -USA Company |
| 3. Sales Manager_ | https://yourhome.org.uk/ | -UK Company |
| 4. Sales Assistant_ | http://digifyagency.com/ | -AU Company |
| 5. Sales Supervisor_ | http://monitizemore.com/ | -UK Company |
| 6. CRM Developer_ | http://vibetron.com/ | -UK Company |

I worked on 6-Big Multinational Freelance Projects & later I started working in Domestic/International Companies.

Following list shows my experience in Domestic/International Companies

INTERNATIONAL SALES EXECUTIVE

2023 (cont.)

Company Name:

World Trade Printing Company – (USA)

Currently I am working as an International Sales Executive in this USA based Firm. My job is to generate New Leads.

My Duties: Sales, Support, Negotiation, Convincing.

In the month of July-2023, I started working in this Firm as an International Sales Executive. World Trade Printing Company – as the name suggest, they are a full-service Printing & Packaging Facility located in Southern California. They offer all types of printing collateral from Magazines, Booklets, Brochures, Large Format, Mailing services etc.

My job was quite easy. It was to generate new leads. I used to call a 100+ businesses on daily basis and I have to introduce them about the company's services and somehow convince them for a call-back to provide more details regarding to our services. On daily basis, I used to generate 3-5 Hot Leads.

Sometimes, it was a bit difficult to speak to the person in charge of purchasing as the operator was always there and more of a cherry on top of the cake, those were cold calls as-well, but I, somehow used to bypass them by making the operator understand that we are the best deal in town.

How did I pull that off?

Simple, I acquired in-depth knowledge about my company's services and my past experience in Sales & Negotiation was also a plus point.

Achievements:

1. Through cold calling, I have earned 31 Loyal & Returning Customers for the Company.
2. Since 24-July-2023 till this date, I have generated 210 Hot Leads & I have made my company \$ 95,000 Rich.

Sadly, my contract with the company is going to conclude by 24th of November 2023.

TEAM LEADER

2021-2023

Company Name:

Credit Cat – (CHINA/ PAKISTAN)

My Duties: Administration, Sales, Support, Human Resource Management.

By the end of year 2021, in the month of November I was recruited in this Micro Finance IT Firm as a Team Leader. My job duties were to look after a team of 12 members, manage them, educate them, monitor them and evaluate their performance. The Firm provides micro loans to Pakistani Nationals, I have been tasked to look after my team carefully. My team gets in contact with the clients and forced them to pay back their debts within mentioned deadline. My team usually gets tickets up to 2-3 Lac Pkr/Day.

My job is to monitor my team on daily basis, evaluate their progress, educate them about new policies and train them to grab customers in a professional way.

My past experience in Sales did help me in becoming what I am today and that is I am PRO in Sales & Negotiation.

Achievements: The average recovery rate of my team was 65%.

SALES EXECUTIVE

2020-2021

Company:

Silk Bank (PAKISTAN)

My Duties: Administration, Management, Leadership, Sales and Support.

After working for a year on Freelance Projects, I decided to venture out and seek my potential in Domestic Companies of Pakistan, due to my previous excellent experience in sales, I found this wonderful opportunity to work in a reputable bank named as Silk Bank – F7 Branch, Islamabad.

Although the pay check was quite less but at least it was a good firm so I decided to work in it for experience and I was recruited as a Sales Executive. I worked in bank for almost a year.

The job was quite easy and that was to get the sales going and to offer support whenever it was requested. I was working on Credit Card Sales Project.

For me, to sell a credit card was like a piece of cake, all I have to do was to just call prospective clients and asked them if they are interested in quick cash and if they are not then I will usually come up with some need of theirs and I generate some need that the customer can't refuse and obviously the customer can't refuse my offer as everyone needs cash, and when someone is offering instant cash then people always pay heed.

Achievements: I worked in this bank for almost 1-Year and I sold more or less 180 Credit Cards.

CERTIFICATES & DIPLOMAS

In the end I would love to discuss a bit about my education, as I mentioned earlier that I am Computer Science Graduate, you can say I am Computer Science Geek. I have multiple diplomas related to my field. Allow me to name some of them...

1. **Certified Graphic Designer**

I am a certified graphic designer, I did a course work of 800-Hours which was 6-months intensive training in Graphic Designing and I scored A+ grade. I majored in Adobe Photoshop, Adobe Premiere Pro & Adobe Illustrator in these 6 months.

2. **Certified Virtual Assistant for Amazon**

I am a certified virtual assistant for Amazon, I did a course work of 400-Hours which was 3-months intensive training in E-commerce (Amazon) and I scored A-grade. I majored in Amazon Drop-Shipping & Shopify in these 3 months.

3. **Computer Science Graduate**

I have completed 16-Years of Education in Computer Sciences, BS-Hons In Computer Sciences with 3.7 CGPA.

Software's that I got My Hands On...

(CRM Software's)	Zoho, Sage, Sales Force, Pipedrive, Hub Spot, Insightly	6+ Years
(Office Suite)	Microsoft Word, Excel, Outlook, Power Point	5+ Years
(Graphics)	Adobe Photoshop, Illustrator	3+ Years

- All CERTIFICATES WILL BE PROVIDED UPON REQUEST -