



MUHAMMAD ALI RAFI

BUSINESS DEVELOPING EXECUTIVE/ MANAGER

EXPERIENCE

REX- D Pak

Business development Executive

JAN 7 –MAR 23

Consistently managed 100+ customer accounts, leveraging expertise to drive successful purchasing decisions.

Exceptional lead generation and conversion prowess, achieving 100%. New lead conversion every month.

Effectively negotiated deals that ensured client satisfaction and increased organizational profitability on each unit sold.



PROFILE

I am a highly energized person and I am motivated towards my work which has given me with 14 years of international and national experience in Sales, clientele building, engineering and management skills with major companies in numerous operations and projects. I want to continue developing and encouraging a self-development culture. I am highly motivated to work with a passion to learn and progress through the hierarchy.

SKILLS

Engineering
Sales
Business Development
Negotiation
Customer building
B2B
B2C
CCNA

CONTACT

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+92 336 3478898

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WEATHERFORD INT Houston-US

Field specialist IT

JAN 17–JAN 21

My expertise were spent from preparing the companies million dollar assets tool ready for different clientele projects to getting hands on experience between Rig up to Rig down which included operations, maintenance, implementation, troubleshooting and inspection. Countries: Angola, South Africa, Cameroon, Egypt, Mozambique



Weatherford

AUSUM PRODUCTIONS Pak

Business development executive

Mar 14 –Nov 16

During my duration I have brought and retained many b2b and b2c digital clients and projects for the production house which helped in increasing the company sales by 50%.

Clientele: ATV, UBL, VOA, ICC champion's trophy 17, Eeto.



IBEX Global (formerly TRG) Pak

Customer Service Supervisor

Dec 12 –Dec 13

Responsible for day to day Operations on the floor. Making sure KPI are met.

Interact with customers to provide and process information in response to inquiries, concerns, and requests about products and/or services.

Collaborate and build relationships with customers to strengthen service competitiveness regarding any warranty issues/ claims.

Ensure a positive Customer Experience ultimately leading to a good Quality Assurance (QA) Score

Ensuring and helping the customer service representatives to achieve their goals.

IBEX GLOBAL

SCHLUMBERGER- UK

Field Specialist IT

April 2010 – Feb 2012

Schlumberger

Identify new equipment, technologies, resources, people, skills or systems that would be required for business needs.

Ensure employees have clear goals, responsibilities and timely feedbacks.

Implement and update standard operational procedures and policies.

Responsible for preparation and forecasting for existing equipment and new build equipment.

Identify short comings on training and staffing requirements and ensure recruitment drives are implemented for both senior operational staff and field positions with focus on regional staff.

SPECTRUM COMPONENTS UK LTD- DERBY UK

Sales Executive

2007 – Feb 2010

Spectrum

Job Responsibilities:

Day to Day Sales at the shop warehouse.

Contract sales to companies.

Actively contacting retail customers for marketing packages

Helping the company monetary growth up by 50%.

EDUCATION

BCSE (Bachelors in computer system engineering)

MIDDLESEX UNIVERSITY LONDON UK

2007

HSSE (Higher secondary school education)

Govt National College

2002

SSC (Secondary school certification)

Army public school

1999