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|  | Karachi, Pakistan.  +92 (341) 126 5440 |
| Elisha Victor | elishavictor2311@gmail.com  elishavictor  23rd July 2003  Pakistani |



**Career Goal:**

A dynamic and result-oriented individual looking forward to diverse my experience encompassing servicing and development. Inspiring to go beyond boundaries and delivering exceptional performance. Creating an ambience that reflects world class standards and excellent service.

**Core Competencies:**



|  |  |  |
| --- | --- | --- |
| * Leadership * Learning & Development * People/Team Oriented * Performance Development |  | * Problem Identification * Problem Resolution * Quality Assurance * Client Relationship |



**Strengths**

**:**

* Quick and accurate with adopting and learning a new skill.
* Have excellent Gap Analysis skills and can identify what is limiting the progress of a project or team.
* Result oriented in addressing operational issues, exceeding performance standards and by performing self-analysis, crew performance etc
* Ability to maintain cultural sensitivity through professional practices that allow widen customer base and increase revenue.

**Educational Background:**



**Academic Education**

* Intermediate

Science – Pre- Engineering (2023)

* Intermediate

Humanities – Arts

(2021)

* Matriculation

Science – Biology

(2019)

**Personal Details**



* **Gender:** Male
* **Marital Status:** Single
* **Language:** English & Urdu
* **Religion:** Christianity

**Work Experience:**



**Elite Solutions (Karachi, Pakistan)**

Business Development Executive (July 2021 – August 2022)

* Working for an American Company who provided DME (Durable Medical Equipment) to patients that qualify the criteria.
* Cold calling to develop customer interest by explaining the customer the qualification criteria how they can get the desired medical equipment.
* Taking their doctors details to get their doctors prescription and consent.
* Submitting the case to the insurance company to get the equipment delivered to the patient.

**Abtach Ltd. (Karachi, Pakistan)**

Team Lead POS Consultant (September 2022 – October 2023)

* Working for a Canadian Company who provided Merchant Services, to the businesses.
* Cold calling to develop customer interest by explaining the customer how he can economize his business with our company.
* Taking their business details, sharing our business proposals by consent.
* Submitting the documentation forward to the service company to get the equipment delivered to the merchant.

**Zebway Solutions (Karachi, Pakistan)**

Team Lead POS Consultant (November 2023 – December 2023)

* Working for a Canadian Company who provided Merchant Services, to the businesses.
* Cold calling to develop customer interest by explaining the customer how he can economize his business with our company.
* Taking their business details, sharing our business proposals by consent.
* Submitting the documentation forward to the service company to get the equipment delivered to the merchant.

**Downtown Creative LLC (Karachi, Pakistan)**

Business Development Executive (January 2024 – March 2024)

* Working for a US Company who provided B2B services in designs (website, logo, SMM) to the businesses.
* Calling customers through Bark to develop customer interest by explaining to the customer how he can further develop his business with our company.
* Taking their business details, sharing our business proposals by consent.
* Submitting the details and specifications forward to the service company to get the designs delivered to the merchant.