



MUHAMMAD HASSAN QURESHI

SALES MANAGER / SUPPLY
CHAIN OFFICER

CONTACT

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 Dubai

SKILLS

- Staff Management
- Goals and Performance
- Client Base Retention
- Customer Acquisition
- Closing Techniques
- Warehousing and Delivery

LANGUAGES

- **Urdu**
Native
- **English**
Advanced
- **Hindi**
Fluent

CAREER OBJECTIVE

Highly motivated individual With over 9 years of dynamic experience across the realms of Retail, Insurance, and Real Estate, I bring a proven track record of driving results and exceeding expectations. My expertise lies in crafting innovative solutions that boost profitability and streamline operations. Let's connect to explore how my diverse skill set can elevate your team's success.

EXPERIENCE

July 2022 - January 2023

Business Development Manager

Cycomverse.com, Karachi

- Managed client relationships, providing exceptional customer service to ensure satisfaction and retention.
- Conducted site visits and sales meetings with clients.
- Discovered new markets and located future opportunities for business growth.
- Collaborated with cross-functional teams to develop compelling proposals and project plans, resulting in a 20% increase in the win rate of competitive bids.
- Led the expansion of the mobile app development project portfolio, overseeing the successful delivery of various projects with a combined value of 1 million dollars.

February 2018 - June 2022

Team Head

EFU Life Assurance Ltd, Karachi

- Leading and managing a team of 12 life insurance sales agents, providing guidance, motivation, and mentorship to achieve sales targets.
- Monitored competitor activity in the marketplace to stay ahead of changing trends in the industry.
- Managed day-to-day activities within the sales department such as scheduling appointments, and tracking leads.
- Conducting training programs and workshops to enhance the team members' sales skills, including product knowledge, sales techniques, and customer relationship management.
- Preparing sales forecasts, reports, and presentations for senior management, highlighting key performance indicators and sales trends.

January 2015 - December 2017

Inventory & Supply Chain Officer (E Commerce)

Chaseup Shopping City, Karachi

- Organized and maintained inventory records, ensuring the accuracy of data entry and stock levels.
- Managed daily operations of receiving, stocking, shipping, and distribution processes.
- Managed day-to-day e-commerce operations, including online store management, product catalog management, order processing, and fulfillment, to ensure smooth functioning.
- Tracked deliveries and shipments and updated the company system.
- Maintained accurate and up-to-date sales records, updating customer information, managing sales documentation, and following up on sales leads and inquiries in a timely manner.

EDUCATION

May 2014

High School Diploma

Govt. National College, Karachi

REFERENCES

References available upon request

AWARDS

- Got Promotion as a Unit Manager in JAN'2020 & also being awarded for TOP UNIT MANAGER in Q3 and Q4.
- Promoted as a Senior Unit Manager in JAN'2021.
- Being Promoted as a Team Head in JAN'2022 & also being awarded for TOP TEAM HEAD in Q2 and Q4.
- Being awarded for TOP TEAM HEAD pan Pakistan after producing business of 10 Million in one month.
- Being Promoted from Officer to Senior Supply Chain Officer (E-Commerce Dept.)
- Achieve 200 % of quarterly target in last two quarters of 2015 right after joining my professional career.