

Syed Ahfaz Hussain Hashmi

Sales Executive

Doha, Qatar

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Profile:

Results oriented Corporate Sales Associate for 4+years, skilled at maintaining profitable client relationships and developing ambitious sales targets. Record of performance in meeting organizational objectives. excellent interpersonal skills to work well with the industry and customers.

Syed Ahfaz right now is in Qatar holding a work visa and looking for an opportunity in the retail industry for a suitable role where he can integrate strategies to develop and expand customer sales, brand, and product evolution.

Academic Qualification:

- **Master of Business Administration (Airline & Airport Management)**
from Madurai Kamaraj University, Tamil Nadu- **2020**
- **Bachelor of Business Administration (Airline & Airport Management)**
from Bharathiar University, Tamil Nadu- **2018**

Career Summary:

- **Sales Associate - GeBBs Healthcare Solutions Pvt. Ltd. - Hyderabad**
(Aug- 2020 to Nov- 2024)

Key Roles and Responsibilities:

- Responsible and accountable for planning, qualifying, obtaining, and developing new sales opportunities to achieve and exceed corporate revenue goals.
- Maintain and provide timely and accurate pipeline tracking within Salesforce.
- Consistent outreach and relationship development of potential clients.
- Meet and exceed established quotas for calls, meetings, and other outreach efforts and activities as directed.
- Effectively communicate GeBBs' suite of offerings utilizing and sharing collateral, campaigns, blogs, and other marketing materials available.
- Creative and effective outreach activities via various forms of communication (i.e., calls, e-mail, text, LinkedIn, and other forms of relevant social media)
- Customer service.

- **Customer Care Executive – Qconnect Business Solutions Ltd. - Hyderabad**
(July- 2018 to Jun- 2020)

Key Roles and Responsibilities:

- Responsible for addressing customer inquiries, resolving complaints, processing orders, and providing information about products and services.
- Determines requirements by working with customers. Resolves problems by clarifying issues, researching, and exploring answers and alternative solution.
- Implementing solutions; escalating unresolved problems. Helps customer via chat/email with desired information, researching, locating, and providing information.

- Handling customer concerns and complaints in a timely manner.
- Informing customers of upcoming promotions or deals establishing a positive rapport with all clients and customers in person or via phone.
- Forming reports based on customer satisfaction statistics and helping their team to develop new skills. Creative and effective outreach activities via various forms of communication (i.e., calls, e-mail, text, LinkedIn, and other forms of relevant social media)

Technical Skills:

- MS Office
- Outlook, Social Media
- ERP Solutions

Interpersonal Skills:

Area of Interest:

- Excellent Communication Skills
- Expertise Administrative Skills
- Proactive and self-motivated
- Quick Learner
- Critical thinking with Systematic approach
- Teamwork, Adaptability
- Conflict resolution and Leadership
- Service oriented with Problem solving.
- Work Ethic.

Cricket
Sports
Volunteering
Travelling

Strengths:

Honest and Hardworking, ability to adapt quickly and work under pressure to lead the team effectively, and able to work effectively in most difficult conditions with the aim to succeed.

Personal Information:

Father Name	:	Syed Ahmed Hussain Hashmi
Date of Birth	:	06-09-1996
Gender	:	Male
Religion	:	Islam
Marital Status	:	Single
Languages Known	:	English, Urdu, Hindi, and Telugu
Nationality	:	Indian
Visa Status	:	Work yearly visa.