



# SHAHBAZ KHAN

## Sales Executive

### SUMMARY

Results-driven professional with over 4 years of comprehensive experience across sales, logistics, marketing, and medical billing. Demonstrated success in utilizing data analytics and market insights to drive revenue growth, improve operational efficiency, and elevate customer satisfaction. Skilled in leading cross-functional teams, optimizing supply chain processes, and executing strategic sales and digital marketing initiatives. Known for strong analytical thinking, meticulous attention to detail, and a proven ability to build and maintain productive client relationships

### WORK EXPERIENCE

#### Medical Billing | 1-Year Biller Bay

- Accurately submitted insurance claims to Medicare, Medicaid, and private payers, ensuring timely reimbursement.
- Investigated and resolved denied claims, significantly reducing outstanding account balances.
- Verified insurance eligibility and benefits, addressing patient billing inquiries with clarity and professionalism.
- Audited patient records to ensure accurate application of CPT, ICD-10, and HCPCS codes.
- Partnered with healthcare providers to resolve billing discrepancies and ensure documentation compliance.
- Proficiently utilized medical billing software to manage claim submissions, tracking, and follow-up.

#### Sales Executive | 2-Year Macromiles Technology

- Surpassed monthly sales goals by an average of 20%, driving a 15% year-over-year revenue increase.
- Cultivated and managed relationships with 60+ clients, boosting repeat business by 30%.
- Delivered compelling product demonstrations and presentations, achieving a 25% lead-to-sale conversion rate.
- Partnered with the marketing team to launch targeted campaigns, increasing qualified lead generation by 10%.
- Trained and mentored two new sales associates, enhancing team productivity and reducing onboarding time by 20%.

#### Dispatcher | 1-Year Transit Dispatch

- Efficiently coordinated and scheduled daily routes for a fleet of 13 vehicles, consistently ensuring timely deliveries.
- Maintained real-time communication with drivers to address delays, resolve issues, and streamline logistics operations.
- Compiled and analyzed reports on delivery metrics, vehicle performance, and overall operational efficiency.
- Implemented route optimization strategies that reduced fuel consumption and costs by 15%.
- Recognized for strong problem-solving abilities and maintaining high levels of customer satisfaction under pressure.

### CONTACT



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### SKILLS

- Market Research and Trend Analysis
- Inventory Management
- Client Relationship Management
- MS Office Suite
- Technology Integration
- Communication
- Time Management
- Adaptability
- Team Collaboration
- Mentoring
- Problem-Solving
- Supply Chain and Fleet Management

### TECHNICAL SKILLS

- Microsoft Office
- Data Analysis Tools
- MS Excel
- Communication Tools
- Market Research Tools

### LANGUAGES

#### English



#### Hindi





## ACADEMIC QUALIFICATION

### **Bachelor of Science (BS Honors) Computer Science | [2021](#)**

Islamia University of Bahawalpur (IUB)

CGPA: 3.45/4.00

### **F.Sc Pre-Engineering | [2018](#)**

Board of Intermediate and Secondary Education Bahawalpur (BISE BWP) Marks:  
877/1100

### **Matriculation | [2016](#)**

Board of Intermediate and Secondary Education Bahawalpur (BISE BWP) Marks:  
801/1100