



HAFIZ SHAHBAZ AKMAL

(Sales & Business Development Professional)

PERSONAL INFORMATION

Contact Details: +92 342 5245234

Qatar Contact No: +97471859481

Pakistan CNIC: 34301-4668599-1

Qatar I.D Number: 29358612561

Nationality: Pakistani

Religion: Muslim

Marital Status: Married

Address: New Garden Town Lahore

Languages: URDU ENGLISH PUNJABI

Email Address: sb144368@gmail.com

PROFESSIONAL OBJECTIVE

To contribute my skills and experience in a dynamic, growth-oriented organization by taking on challenging and goal-driven tasks. I aim to grow as a committed and innovative team player, while continuously enhancing my professional capabilities and adding value to the organization's success. I am passionate about learning new techniques, improving workflow, and adapting quickly to professional environments. I believe in disciplined work ethics, effective communication, and responsibility at every level. My goal is to support organizational goals with dedication, efficiency, and a proactive mindset.

PROFESSIONAL EDUCATION

IR (INTERNATIONAL RELATIONS)	2021 (UNIVERSITY OF SARGODHA)
LLB	2020 (UNIVERSITY OF PUNJAB)
B-COM	2017 (UNIVERSITY OF PUNJAB)
I-COM	2014 (GUJRANWALA BOARD)
MATRICULATION	2012 (GUJRANWALA BOARD)

PROFESSIONAL EXPERIENCE

Sales Manager

(Appnvent System Pvt. Ltd. – (1 Year+))

Managed sales operations, developed client relationships, and led a small sales team to meet monthly targets. Contributed to new client onboarding and improved overall sales conversion rate through focused strategies.

Senior Business Development Executive

Aspire Analytica Software Pvt. Ltd. – (1 Year 3 Months)

Generated B2B leads, conducted market research, pitched software solutions, and built a strong sales pipeline. Played a key role in achieving quarterly sales targets and expanding the customer base through digital channels.

Marketing Assistant Manager

Orbit Marketing Consulting Company, Lahore & Islamabad – (2 Years+)

Assisted in planning and executing marketing campaigns, client coordination, and market research. Supported senior management in branding efforts and handled regional marketing activities across Lahore and Islamabad.

Assistant Manager

Domino's, Hafizabad – (2 Years 2 Months)

Oversaw daily store operations, supervised staff, maintained inventory, and ensured excellent customer service. Improved team efficiency and store performance through active leadership and timely reporting.

PROFESSIONAL SKILLS

- ❖ Business Development & Sales Strategy.
- ❖ Effective Communication (Verbal & Written).
- ❖ Digital Marketing & Affiliate Marketing.
- ❖ Strong Interpersonal & Team Collaboration.
- ❖ MS Office, Basic IT, Internet Browsing, Windows Installation.
- ❖ Reliable Team Player with a Positive Attitude.
- ❖ Adaptability & Flexibility in Dynamic Environments.
- ❖ Efficient Time Management & Task Prioritization.
- ❖ Customer Service with Active Listening & Support.

HOBBIES & INTEREST

- ❖ Traveling
- ❖ Book Reading
- ❖ News, Business Articles
- ❖ Cricket

REFERENACE

Any personal and Professional references will be submitted on Demand.