

# ZAKARIA HARUNA

## Sales Executive

### CONTACT



+974 6603 7077



zahrnao6@gmail.com



Doha, Qatar



[www.linkedin.com/in/zakaria-haruna-8a5194171](https://www.linkedin.com/in/zakaria-haruna-8a5194171)

### EDUCATION

Diploma in Marketing  
Institute of Commercial  
Management - Bournemouth,  
England  
2015

High School Diploma  
Islamic Senior High School, Wa,  
Ghana  
2011 - 2014

### CERTIFICATES

Altea Customer Management – 04/2022

Hubspot Inbound Sales Certified –  
05/2021

Airside Safety Awareness – 04/2022

### SKILLS

- Strong communication and negotiation skills
- Lead generation and client acquisition
- Time management and organizational skills
- Problem-solving and adaptability
- Microsoft Office

### PROFILE

Results-driven sales professional with strong communication and negotiation skills. Experienced in identifying customer needs, promoting products/services, and closing sales to achieve targets. Adept at building client relationships, managing leads, and supporting marketing initiatives. Highly organized with a customer-focused approach and ability to work collaboratively in fast-paced environments.

### EXPERIENCE

#### Sales Executive

Al Khebra | Doha, Qatar | 12/2022 – Present

- Promote driving courses and handle customer inquiries
- Achieve enrollment targets and follow up with leads
- Maintain customer records and update CRM
- Coordinate with instructors on schedules
- Support marketing efforts and events
- Provide after-sales support and collect feedback

#### Cargo Customer Services Agent

Qatar Airways | Doha, Qatar | 08/2021 – 12/2022

- Handled air cargo bookings and documentation (AWB, manifest).
- Provided shipment updates and resolved customer inquiries.
- Coordinated with airlines, ground handlers, and warehouse teams.
- Ensured compliance with IATA and customs regulations.
- Monitored cargo status and updated tracking systems.

#### Sales Executive (Air Cargo)

Swissport Cargo Services | Accra, Ghana | 04/2017 – 09/2019

- Managed B2B client accounts and achieved consistent air cargo sales targets.
- Prepared quotations, negotiated rates, and secured bookings with airline partners.
- Coordinated with operations for timely cargo movement and documentation.
- Promoted specialized air freight services (DG, express, perishables).
- Maintained CRM records and ensured AWB and compliance accuracy.