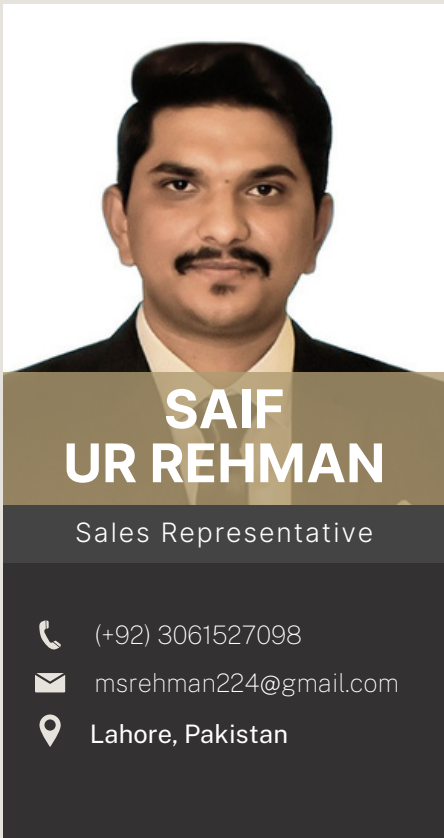




EDUCATION

Bachelor of Business Administration
University of Agriculture Faisalabad
2021-2025

DIPLOMA OF ASSOCIATE
ENGINEERING (3.0 YEARS) PUNJAB
Technical College
2016-2018

SKILLS

- Client Acquisition
- B2B Sales
- Negotiation
- Relationship Management
- Market Analysis
- Sales Strategies
- Negotiation Skills
- Problem-Solving
- Time Management
- Presentation Skills
- Networking
- Market Research

LANGUAGE

- English
- Urdu

CAREER SUMMARY

Results-oriented BBA graduate specializing in Agribusiness, with experience spanning industrial operations, digital marketing, and agricultural research. Adept at linking operational processes with business strategy, improving supply chain efficiency, and supporting data-driven growth initiatives.

WORK EXPERIENCE

Foodhub

Faisalabad, Pakistan
01/01/24 - Present

- Executed daily sales strategies to achieve and exceed monthly revenue targets by identifying new customer opportunities and maintaining strong client relationships.
- Managed the full sales cycle, including prospecting, pitching, negotiation, and closing deals, resulting in consistent growth in customer acquisition.
- Analyzed market trends and competitor activities to adjust sales tactics and improve product positioning.

Appexes

Faisalabad, Pakistan
11/01/2020 - 02/02/2021

- Implemented sales plans and promotional campaigns to increase product visibility and drive sales performance in assigned territories.
- Built and maintained long-term relationships with key clients, leading to repeat business and improved customer retention rates.
- Monitored sales performance metrics and prepared reports to support data-driven decision-making.
- Trained and supported junior sales staff to improve team productivity and overall sales outcomes.

Certifications

Online Courses

- Sales Training Certification – HubSpot Academy | 2024
- Customer Relationship Management (CRM) – Salesforce Trailhead | 2024
- Digital Marketing Certification – Google Digital Garage | 2024
- Communication & Negotiation Skills – Coursera | 2024

REFERENCE