

Ali Hassan

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Career Objective

I am seeking a challenging opportunity in an organization with high standards of work environment with excellent growth opportunities and which offers a challenging position to apply my knowledge and skills thereby, contributing to the growth of the organization, as well as develop my professional and personal abilities.

Areas of Expertise


- Account Management
- Strategic Sales
- ICT (M2m, Cloud, Data Center, Security)
- Revenue Generation
- Building Relationship
- Communication Skills
- Leadership/Mentoring
- Product Knowledge
- Target Oriented

Professional Experiences

Organization	Dream Communication - UAE (Etisalat Premium Business Partner)	
Designation	Farming - Senior Relationship Manager	
Period	December 2018– Till Present	
Responsibilities	<ul style="list-style-type: none">• Managing over 200 Enterprise accounts to maximize profit, customer retention, revenue generation and base growth.• Identify potential key clients, build relationships and close new business opportunities.• Develop in depth understanding of company products and customer needs to determine benefits relevant to the customer.• Reaching 5 meetings daily to introduce and promote company products.• Proven success in meeting or exceeding sales targets continuously• Capable of handling multiple tasks simultaneously, prioritizing actions, managing time and effectively communicate with multiple departments.• Working closely and communicate effectively with Marketing, Pricing and technical team to deliver a positive customer service experience.• Offering a first-class service to customers and focus on growing multi-level relationships.• Provide full customer service and support to resolve any escalated issues.• Maintaining accurate reference documentation for internal management.	
<i>Received TOP KAM award in Etisalat pace program season 1&2 2019.</i>		
<i>Received Awards for employee of the month.</i>		

Organization	Navaida Solutions & Services DMCC	
Designation	SME - Senior Account Manager	
Period	April 2018– December 2018	
Responsibilities	<ul style="list-style-type: none">• Handling 6 account managers to fulfill 3x target assigned by the organization.• Develop trust relationship with clients to ensure they do not turn to competition.• Expand the relationship with existing customers by continuously proposing solutions that meet their objectives.• Play an integral part in generating new sales that will turn into long-lasting relationships.• Prospecting ICT potential customers and meeting them to sell ICT products.• Prospect for potential customers by calling, face to face meetings and networking.• Serve as the link of communication between customers and internal teams.• Resolve any issues and problems faced by customers and deal with complaints to maintain trust.• Ensure the correct services and products are delivered to customers in the given time.• Focused on growth and development of existing clients with generating new business.	

Organization	Skylines - UAE (Etisalat Premium Business Partner) SME	
Designation	Farming - Key Account Manager	
Period	March 2016– April 2018	
Responsibilities	<ul style="list-style-type: none">• Managing over 200 Enterprise accounts to maximize profit, customer retention, revenue generation and base growth.• Identify potential key clients, build relationships and close new business opportunities.• Develop in depth understanding of company products and customer needs to determine benefits relevant to the customer.• Reaching 5 meetings daily to introduce and promote company products.• Proven success in meeting or exceeding sales targets continuously• Capable of handling multiple tasks simultaneously, prioritizing actions, managing time and effectively communicate with multiple departments.• Working closely and communicate effectively with Marketing, Pricing and technical team to deliver a positive customer service experience.• Offering a first-class service to customers and focus on growing multi-level relationships.• Provide full customer service and support to resolve any escalated issues.• Maintaining accurate reference documentation for internal management.	
<i>Received Best Mobile Sales Award from Etisalat in 2017</i>		
<i>Received Best Account Management Award from Etisalat for 2 Consecutive Quarters</i>		
<i>Received Award for Best Employee of the year 2017 from Skylines</i>		

Organization	Pak Telecom Mobile Limited - Ufone - Pakistan	
Designation	Sales Executive (Enterprise)	
Period	January 2014 – December 2015	
Responsibilities	<ul style="list-style-type: none">• Achieve the assigned revenue targets through voice/solution selling.• Improve customer satisfaction level by providing good after sales service.• Generate high quality references through existing customers.• Visit new corporate clients and maintain high quality prospect list.• Participated in client meetings and investment selection processes.• Stay abreast of corporate segments and their potential business requirements.• Provide reports, as and when, required by management.• Always maintain the pipeline to keep eye on future sales.• Retaining customers by giving them the required support or giving them the appropriate direction for their solution.• Providing update about the latest plans and offers.	

Technical Skills

Technical Skills

- Windows
- MS-Office: Ms Word, Ms Power Point, MS Excel
- Tally & Quick Book
- Team Building Skills
- Pleasant personality & Committed
- Excellent Presentation skills
- Problem solving and analytical skill
- Energetic, self-motivated and hard working
- Project management, team management and coordination skills

Educational Qualification

PARTICULARS	INSTITUTE / UNIVERSITY / COLLEGE	
<i>PIPFA (Pakistan Institute of Public Finance Authority)</i>	ICAP – Multan Branch	 
<i>Graduation Bachelor in Commerce (B.Com)</i>	Bahauddin Zakariya University Multan - Pakistan	
<i>Intermediate In Commerce (I.Com)</i>	International Commerce College Multan - Pakistan	
<i>Metric (Studies in Science)</i>	Govt. Islamia High School Multan - Pakistan	

Personal Information

Personal Details

- Full Name – Ali Hassan
- Father's Name – Mazhar Saeed
- Nationality – Pakistan
- Religion – Islam
- Marital Status – Single
- UAE Driving License – In Process
- Email – alihassan.mhb@gmail.com
- Visa Status – Employment Visa