



ZARYAB UL HAQ SYED

szaryab3@gmail.com | +971523005159 | Al Manama, Ajman , UAE

PROFESSIONAL SUMMARY

An experienced and proven Senior Sales and business development Manager with 7 years of experience in the Information technology Real Estate and other consulting services. Experience in management. Adept at adding values and developing results with a high-profile client-based consisting of large brand names possesses exceptional sales skills and encourages collaboration in order to achieve client satisfaction. Highly skilled in the establishment of successful brands and products and account management strategies. Demonstrates the focus on achievements of financial targets and elevates a work culture to embrace productivity and profitability.

SKILLS

- Pipedrive & Salesforce
- Market research, strategies
- Sales presentations, demos
- Relationship Management
- Team Management
- Stakeholder engagement
- Business Development
- Sales and Marketing
- Customer Services
- Business strategies
- Pitching Strategies
- Self – Development
- Planning and Organizing
- Communication Skills
- Customer Focus
- Cloud Computing
- Sales support
- Real Estate
- Purchasing Analyst
- Business Development
- Process implementation
- Project Management
- Team Leadership
- Staff Development
- Client assessment, Analysis
- Data Management
- Conflict Resolution
- Data analysis
- MS Office
- CRM Systems
- Siebel
- Sales Force
- Web Design
- Front end Development

WORK HISTORY

Head of Sales | Alpharts LTD - Leicester, United Kingdom

03/2022 - 05/2022

- Developed and implemented comprehensive business strategies and sales and marketing plans that complemented overall corporate operating plan.
- Recruited and hired top-level talent to add value and expertise to sales department.

- Tracked pipeline data, won vs. lost opportunities and lead response times with Salesforce CRM.
- Conducting 25 to 50 cold calls weekly by other representatives, driving new business development, account acquisition, and lead generation
- While reporting on weekly established and cultivated solid business relationships with new or existing customers.

Amazon Strategist/Digital Marketing Manager | Alpharts LTD - Leicester, United Kingdom 12/2021 - 03/2022

- Spearheaded client meetings to determine project needs and professional requirements and identify correct course of action to enhance client success.
- Increased customer engagement through social media.
- Evaluated monthly performance statistics and used data to inform future strategies.
- Discussed SEO needs and optimized strategies for short- and long-term campaigns.
- Provided weekly updates on digital marketing campaigns to clients, discussing strategic initiatives and methods for improvement to increase sales by 50%.

Senior Sales Manager/Business Development Manager | Alpharts LTD - Leicester, United Kingdom 05/2020 - 12/2020

- Developed sales strategy based on research of consumer buying trends and market conditions.
- Directed sales support staff in administrative tasks to help sales reps' close deals.
- Managed and motivated sales team to increase revenue 70%.
- Forecasted sales and established processes to achieve sales objectives and related metrics.
- Investigated competitive landscape to maintain currency on market and anticipate negative business impacts.
- Connected with prospects through trade shows, cold calling, and local-area networking.
- Established ambitious sales targets, managed deployment strategies and developed go-to-market plans to capitalize on every revenue opportunity.

Senior Manager Sales/Senior Business Development Manager

| Emeriosoft LTD - Karachi , Pakistan 11/2016 - 03/2019

- Reached out to potential customers via telephone, email and in-person inquiries.

- Developed and implemented pricing structures balancing firm objectives against customer targets.
- Managing over 150 calls per day and increased sales ROI to 800%.
- Collaborated with sales and marketing departments to support project rollout.
- Generated new business with marketing initiatives and strategic plans.

EDUCATION

Zaryab Ul Haq Syed, Scotland01/2021

TEFL and TESOL Level 5 Certified Teacher TEFL.ORG: Teaching English As A Second Language (ESL)

University of Sindh, Hyderabad, Pakistan2017

Bachelor of Commerce: Business Administration And Management

CERTIFICATIONS

TEFL/TESOL LEVEL 5 CERTIFIED TEACHER

LANGUAGES

Hindi, English: Native language

English:

C2

Proficient

German:

A2

Elementary

References:

Available on Request