



Hassan Syed

Sales & Marketing Manager

Performance-oriented Sales Leader offering exceptional record of achievement over 5-year career. Tenacious manager with strategic and analytical approach to solving problems, bringing in customers and accomplishing profit targets. Talented in identifying and capitalizing on emerging market trends and revenue opportunities.

Contact

Address

Ras Al Khaimah, United Arab Emirates

Phone

+9715-58067442

E-mail

hassan.shah243@gmail.com

Skills

Accomplished manager

Coaching and mentoring

Business development and planning

Solution based selling

Relationship building

Sales team supervision

Lead qualification

B to B sales

Work History

**2020-02 –
2022-08**

Sales Manager & Acting Club Manager

Gold's Gym, Ras al Khaimah, United Arab Emirates

- Increased sales by 60% through effectively training employees, closely monitoring regional and local markets and managing inventories.
- Held one-on-one meetings with Top management to identify selling hurdles and offered insight.
- Investigated and integrated new strategies to expand business operations, grow customer base and hire new staff to fulfill the positions.
- Check for the employee's problems and concerns and solve them on priority or forward to the concerns.
- Filling the contracts and check for any discrepancies
- Created and implemented new business opportunities by utilizing strategic networking strategies.
- Training of staff and be updated with staff's and management needs.

**2019-02 -
2020-01**

Lifestyle Specialist

Gold's Gym, Dubai, United Arab Emirates

New Business Development

Extensive personal network

Strategic Planning

Software

CRM	■ ■ ■ ■ ■
Microsoft	■ ■ ■ ■ ■
Office	
Android	■ ■ ■ ■ ■
Studio	

Languages

English	■ ■ ■ ■ ■
Urdu	■ ■ ■ ■ ■
Hindi	■ ■ ■ ■ ■
Punjabi	■ ■ ■ ■ ■

License

U.A.E Driving License

- Increased revenue by implementing effective sales strategies in all aspects of sales cycle process from prospecting leads through close.
- Analyzed past sales data and team performance to develop realistic quarterly sales goals.
- Developed SWOT analysis and executed targeted sales strategies accordingly using data-driven decision-making.
- Maintained updated knowledge of internal processes and industry best practices to optimize service delivery.
- Completed training and worked effectively under high-pressure client services environments.

2017-11 -
2018-10

Sales and Marketing Executive

Waqar E Madina Travel and tours, Islamabad, Pakistan

- Cultivated and maintained strategic alliances with key partners and vendors.
- Analyzed sales and marketing data for improved strategies.
- Developed and implemented SEO techniques to maximize internet traffic and presence.
- Managed sales promotions and marketing strategies on major social media sites.

2015-08 -
2017-10

Customer Service Representative

Sybrid Private Limited, Islamabad, Pakistan

- Achieved and consistently exceeded revenue quota through product and service promotion during routine calls.
- Reduced downtime to support quality control, boost revenue and complete projects on time and under budget.

- Assisted 300 customers in average 60 secs by answering questions, responding to inquiries and handling telephone requests.



Education

2013-10 -
2017-10

Bachelor of Science: Information Technology

University Of Arid Agriculture - Rawalpindi

- Awarded 2nd position for Final Year Project
- Received Prize for FYP.
- Majored in Information Technology

2008-05 -
2011-07

Associate of Science: Mechanical Engineering Technology

Swedish Institute Of Information Technology - Rawalpindi