



Habib Ur Rehman

B2B Sales, Customer service Acquisition. Lead Generation

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Summary

Habib Ur Rehman is a skilled sales professional with a focus on business development, lead generation, and quota achievement. He has a strong track record of success, including closing over \$15,000 in business revenue within the last 6 months as a Full-Time Freelancer for Corporate Trainings LTD. Habib has developed and maintained strong relationships with senior decision-makers in the Middle East, effectively understanding their requirements and matching them with tailored events. He has also excelled in software sales, consistently exceeding monthly and quarterly quota expectations while pitching and selling SaaS software applications. Habib is proficient in using Salesforce CRM and other software tools to streamline sales processes and enhance productivity. With a Bachelor's degree in Business Administration, he brings a solid foundation in business, management, and marketing. Habib is seeking new opportunities to leverage his sales expertise and drive revenue growth.

Work experience

Corporate Sales Specialist (FULL TIME FREELANCER)

2022-12 - present

Corporate Trainings LTD

- Working as Full Time Freelancer (Working with KPI institute Australian, Alea Group Kuwait)
- Successfully closed over \$15,000 in business revenue within the last 6 months through the sale of access to conferences and trainings for Corporate Trainings LTD, targeting senior decision-makers from the Middle East region.
- Developed and maintained strong relationships with senior decision-makers from leading institutions in the Middle East, effectively understanding their requirements and matching them with tailored events.
- Utilized effective sales techniques and persuasive communication to sell access to conferences taking place in the Middle East or Asia Pacific region, consistently meeting or exceeding sales targets.
- Worked independently as a freelancer, managing remote work and ensuring timely and efficient communication with clients.
- Maintained accurate records of sales activities, revenue generated, and client interactions, providing valuable insights for future sales strategies.
- Adapted communication style to effectively engage with decision-makers from diverse cultural backgrounds, avoiding jargon and using clear and concise language.
- Proofread all written communication and documentation, ensuring accuracy and professionalism in all interactions.
- Demonstrated a strong understanding of the corporate sales process, including lead generation, prospecting, negotiation, and closing deals.

Software Sales Specialist

2022-02 - 2022-08

Motive

- Successfully pitched and sold SaaS software applications to medium-sized businesses in the USA and Canada market, consistently exceeding monthly and quarterly quota expectations.
- Generated \$12,000 in business revenue through proactive engagement with customers, understanding their unique needs, and providing tailored solutions.
- Conducted software demonstrations to existing customer fleet managers, effectively showcasing the value and benefits of our products.
- Utilized Salesforce CRM to manage customer interactions, create opportunities, schedule events, generate quotes, and process orders.
- Proficiently used G-suite, Sales loft, Workday, FIGMA, and other software tools to streamline sales processes and enhance productivity.
- Maintained clear and concise communication with customers, avoiding technical jargon and ensuring a thorough understanding of our software's capabilities.
- Consistently followed a structured sales process, from initial contact to closing deals, ensuring a consistent and professional approach throughout.
- Diligently proofread all sales-related documentation, including quotes and order forms, to ensure accuracy and professionalism.

Senior Executive Corporate Sales

2018-02 - 2020-03

marcus evans Group

- Drove revenue generation by successfully selling training programs, generating over \$50,000 in annual revenue for the company.
- Developed and nurtured a pool of potential delegates, showcasing the value of attending the 'MENA Business & Service Innovation' Conference to increase brand and market value for their respective organizations.
- Collaborated closely with the sales team to develop major accounts, leveraging cross-functional expertise to maximize sales opportunities.
- Exceeded personal sales targets and key performance indicators, consistently delivering exceptional results.
- Developed and maintained strong relationships with key decision-makers across various industry sectors, positioning marcus evans Group as a trusted partner for high-level content, networking, and one-to-one meeting platforms.
- Maintained clear and concise communication with clients, avoiding industry jargon and ensuring a thorough understanding of their needs and objectives.
- Proofread all sales materials and documentation, ensuring accuracy and professionalism in all communications.
- Demonstrated a proactive approach to self-improvement and professional development, staying updated with industry trends and best practices in corporate sales.

Sales & Customer service Executive

2017-07 - 2018-01

MDK JAPAN Co. Ltd

- Demonstrated vehicle features and provided exceptional customer service, resulting in a 20% increase in customer satisfaction ratings.
- Conducted test drives and effectively communicated the benefits and warranties of automobiles, leading to a 15% increase in sales.
- Closed sales by overcoming objections, negotiating prices, and completing sales and purchasing contracts, consistently meeting or exceeding monthly sales targets.
- Generated sales management reports, providing valuable insights and information to support strategic decision-making.
- Maintained accurate and up-to-date records of sales transactions and customer interactions, ensuring efficient follow-up and after-sales service.
- Collaborated with the sales team to develop and implement effective sales strategies, resulting in a 10% increase in overall sales revenue.
- Consistently achieved high levels of customer satisfaction through prompt and effective resolution of customer concerns and complaints.
- Ensured clarity and accuracy in all sales and purchasing contracts, avoiding errors and discrepancies.

Intern

2012-08 - 2012-12

Barclays

- Managed and maintained customer accounts, ensuring timely and accurate payment processing and account maintenance.
- Proactively contacted customers to remind them of payment schedules and obtain relevant payments, resulting in a 10% reduction in overdue accounts.
- Implemented effective collection techniques, including phone calls, dunning letters, and legal counsel, to follow up on overdue accounts and minimize bad debt.
- Collaborated with cross-functional teams to resolve customer inquiries and concerns, providing exceptional customer service and maintaining positive customer relationships.
- Maintained accurate and up-to-date documentation of customer interactions and account activities, ensuring a comprehensive and organized record of customer accounts.
- Consistently met or exceeded performance targets, demonstrating strong attention to detail and adherence to company policies and procedures.
- Communicated clearly and professionally with customers, using plain language and avoiding industry-specific jargon for better understanding.
- Diligently proofread all customer communications and documentation, ensuring accuracy and professionalism in all interactions.

| Education

Bachelor of Business Administration

2015-01

Iqra University

Iqra University (Official)

Bachelor of Business Administration, BUSINESS, MANAGEMENT, MARKETING,
AND RELATED SUPPORT SERVICES

2010 - 2015

Skills

General: Business Development	10	General: Business-to-Business	10	General: Lead Generation	10
General: Quota	10	General: Sales Executive	10	Cloud Computing: Salesforce	10
Cloud Computing: Workday	10	Operations, Monitoring and Software Management: Networking	9		

Qualifications

Skills
Customer Service • Communication • Coaching • E-Learning • New Business Development • Digital Marketing • Business-to-Business (B2B) • Google Workplace • Lead Generation • Customer Relationship Management (CRM)

Habib Ur Rehman -

Skills

English	10
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Certifications

- IAB Digital Marketing and Media Foundations Certification - Google
- IAB Digital Marketing and Media Foundations Certification
- Marketing on LinkedIn - LinkedIn
- BG9 4N9 L6Z