

Kashif Mehmood

Dubai

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Willing to relocate: Anywhere

Work Experience

Corporate Sales Executive

Advanced Living solutions - Dubai

November 2018 to Present

- Handling cold corporate email campaigns
- RFT, RFQ handling
- Prospecting and pitching products over the phone & attending face to face meetings
- price negotiation & quotation management
- Closing Deals
- Liaison between contractors & MEP's

Sales Executive

Goldmine Marketing Management LLC - Dubai

November 2017 to October 2018

- Ø Cold calling, lead generation and account closing.
- Ø Global financial market strategy planning and portfolio development.
- Ø Management of investment portfolios.
- Ø Responsible for delivering updates to clients with new trades and market positions.
- Ø Aftersales & Customer service.

Business Development Specialist

Comtanix- BPO - Islamabad

March 2017 to November 2017

- = Market Research and update of contact database
- = Account and Sales acquisition via cold calling, emails.
- = Price list and line card updates
- = Handling RFQs, RFTs, Purchasing Orders and Invoices
- = Sales of OEM compatible networking modules including memory, transceivers, optic cables and SSDs to VARs and MSPs.
- = Upgrades and new procurement management
- = Warranty and contract renewals

Technical Sales Manager

PRIMCAST - Bucharest, RO

May 2015 to November 2016

- = Acquisitions and management of new accounts for hosting online streaming services for U.S and Europe Region.

- = Maintain contact via phone, email, Skype etc.
- = Bandwidth recommendations, price negotiation, Linux Server Hardware configurations and deployment.
- = Presentation of Online streaming video and audio streaming applications, Mobile applications (Android, IOS)
- = RFQs, RFTs, invoice handling and adjustments, closing contracts.
- = Server upgrades and new hardware installations
- = Client technical support

Account Renewals Specialist

Oracle Corp - Bucharest

June 2014 to April 2015

Responsibilities:

- Contacting existing accounts.
- Update internal CRM.
- Renew terms and conditions of the accounts.
- Close contracts and negotiate new rates.
- Retain account by development strong relationship with decision makers.
- Maintain strong relationship with distributors and wholesalers in EMEA Region.
- Generate invoices and adjust payments.

Sales Account Manager

Vox carrier Ltd - Bucharest

March 2011 to February 2014

Responsibilities:

- Involved in day to day management of accounts.
- Negotiation of rates for international telecommunication routes, selling and swapping routes with international clients.
- Coordinating with NOC (Network Operations Network) department for least cost routing.
- Involved in daily market research.
- Finalizing terms and conditions and closing contracts.
- Assure maximum traffic (minutes) on the existing routes on daily basis.
- Testing routes with NOC.

Keyzone Telemedia, Bucharest (Romania) -Multimedia Company involved in providing VOIP services integrated with Telecommunication media. (B2B- UAE, Asia Market) www.keyzone-group.com

Key Account Manager

Keyzone Telemedia Ltd - Bucharest

June 2010 to March 2011

Responsibilities:

- = Account Management of clients from GCC Region.
- = Routing calls to IVR, Call centers using internal CRM and manage incoming traffic.
- = Assigning Telecom trucks, quality assurance, testing and monitoring.
- = Invoicing and adjustments, payment clearance.
- = Establishing interconnections with client system and monitoring voice traffic on day to day basis.
- = Promotion and presentation of multimedia services

Sales Consultant

Nobel Ltd - Bucharest

April 2008 to April 2009

Responsibilities:

- Making outbound calls for signing of new customers on CRM.
- Up selling new prepaid long distance calling rates to existing customers.
- Recharging PINS and generate referrals for further sales.
- Maintain strong relationship with regular customers.
- Update CRM's and monitors customer account status.
- Handling of Customer service issues on Supervisor request.
- Promotion of new services and products.

Telesales/Customer Service Representative

CSR - Islamabad

October 2006 to November 2007

Responsibilities:

- Making outbound calls using auto dialer.
- Generating Mortgage leads for mortgage companies based out of U.S.
- Live call transfers to licensed mortgage brokers.
- Ask questions and understand customer requirements.
- Answer questions about services and company.

Education

Engineering

Politechnical University of Engineering - Bucharest, RO

2014

Pakistan Embassy College - Beijing, CN

2002

Sir syed School - Rawalpindi

1999

Skills

C+ (Less than 1 year), Corporate Communications (Less than 1 year), Excel (Less than 1 year), MS Office (Less than 1 year), Ms word (Less than 1 year)

Additional Information

Skills

- Sales Strategies & Campaigns
- Corporate Communications
- Creative Team Leadership

- Product Presentation

Computer Skills:

MS Office (Ms word, Power point, Excel) - Professional level

C++ programming - Basic level