**Kazim.336727@2freemail.com**

**KAZIM**

**Professional Experience**

**Bin Sajid Traders, Pakistan Jul’13 – Dec’16**

*Business Development Manager*

* Managing end-to-end B2B Sales Process related to office equipment
* Identifying, calibrating, and converting corporate clients for continued business stream
* Providing effective after sales services to ensure sustainable business relations

**ZM Plastic Pipes, Pakistan Jan’12– Jul’13**

*Manager Administration*

* Promoting cordial work environment and credibility through proper implementation of Personnel Policies
* Handling service to employees in the areas of salary disbursement and benefits administration
* Setting Housekeeping standards and ensuring compliance to established standards

**New Jubilee Insurance, Pakistan Jan’10 – Dec’11**

*Sales Representative – General Insurance*

* Designing effective marketing strategies to sell new insurance contracts or adjust existing ones
* Contacting potential clients and creating rapport by networking, cold calling, and using referrals
* Appraising the wishes and demands of business or individual customers and selling the suitable protection plans

**Askari Commercial Bank Limited, Pakistan Feb’07 – Dec’09**

*Senior Sales Executive – Consumer Banking*

* Discussing the financial requirements of, and providing financial advice to clients
* Developing a network of local business contacts to promote the bank's services

**Education**

**BACCALAUREATE OF ARTS (HONOURS) 2009**
Baha Uddin Zakariya University

**UNDERSTANDING YOUR CUSTOMERS TO DRIVE SALES 2015**
ALISON – Galway

**Competencies**

**Consultative Selling Skills**

**Interpersonal Savvy**

**Participative Management**

**Emotional Intelligence**

**Strategic Planning**