**Raja**

**Personal Information**

Date of Birth: 05-07-1992

Nationality: Pakistani

Email: raja.379892@2freemqail.com

**Academic Education**

**Bachelors of Buisness & Administration BBA (Hons); 4-years degree; Major: Marketing**

Global Institute, Lahore (A Chartered University)

**Intermediate with Computer Science; Major Subjects: Mathematics, Physics, Computer Science**

Govt. College for boys, Gulberg , Lahore

**Matriculation (High School); Major: Physics, Chemistry, Biology , Mathematics**

St, Anthony's High School, 3-Lawrence Road, Lahore.

**Technical Chef Training (9 months); Major Dishes: Asian Food, Chinese Food, etc**

College of tourism and hotel management Lahore (COTHM)

**Projects**

* Principles of Marketing (Launching a new restaurant)
* Principles of Management (on McDonald)
* Focus group (Food inspector & members to main good quality)

**Professional Experience & Internship**

**2017(July to January)**

Working at Harvest global market as a Business development executive

* Address and resolve customers issues, utilizing effective listening and problem solving skills
* Giving presentations to the clients about the business plans in commodities and currencies
* Grow business revenue by making new clients
* Calls customers and let them know about business plans about investments
* Buying and selling of commodities and currencies on customers behalf

**2016/17 (September to April)**

Worked as Sales executive at Ibex Global (TRG Company)

* Inbound campaign from USA for different service providers for internet, cable telephone and home security
* Assist the prospective and existing customers and use our strong communication skills to sale products to the customers
* Generate revenues for the company by soliciting and obtaining orders and ensure that all customers accounts are developed according to company protocols

**2016 (May to July)**

* Internship in Shaukat Khanum Memorial Cancer Hospital in Marketing Department.
* Call the existing donors and recall them to keep on donating to the hospital
* To grow the donation for the hospital by engaging with different banks and restaurants
* To get involve in different marketing campaigns for fundraising and sale charity tickets

**2012/15 (November to October )**

Worked as Customer support executive in Ibrama Communications

* Make outbound calls to prospective and existing customer to provide them with information on new products, discounts and services
* Deliver prepared scripts regarding a service or product, building up on the information as the conversation progresses

**2012 (Feb - August)**

Worked as Marketing Executive in Racket Benkizzer Company

* Meet and surpass daily productivity goals.
* Strategically get involved in the development of products and services, defining targets, budgets and goals and initiate new marketing procedures and policies to enhance customers experience within the retail establishments.
* To plan and implement marketing mix activities according to approved brand strategy, including promotional programs, marketing research projects, and advertising activities

**Additional skills and hobbies**

* Microsoft Office (Excel, Word, Power point)
* Volunteer Youth Committee Member and Program Organizer
* Music, travelling, etc
* Sports, Basket Ball, Football, Cricket

**Extra Curricular Activities**

* Team Member, Cricket & Football *(St, Anthony's High School)*

**Reference/s**

Will be furnished on request