

## Muqarrub Ali Khan

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### OBJECTIVES

I seek to work in an environment that will challenge me further; while allowing me to contribute to the continued growth and success of the organization. To obtain a position that will provide me with the ability to apply my skills and work experience to an organization.

### HIGHLIGHTS OF QUALIFICATIONS

- ❖ Overall, 6 plus years of experience in the field of Teaching, Research, Creativity, Consultancy, Business & Humanities.
- ❖ Computer Proficiency including Microsoft Office.
- ❖ Linguistic Skills (Able to speak fluent English and Urdu; capable to converse with a variety of social networks and links)

### EDUCATION

- |  |            |
|--|------------|
| ▪ <b>M.A (Literature &amp; Linguistics)</b>      |            |
| NUML University, Islamabad                       | 2015- 2017 |
| ▪ <b>Bachelor (Literature &amp; Linguistics)</b> |            |
| Quaid-i-Azam University, Islamabad               | 2012- 2014 |
| ▪ <b>Intermediate:</b>                           |            |
| IMCB F-7/3, Islamabad                            | 2010-2012  |
| ▪ <b>Matriculation:</b>                          |            |
| IMCB F7-3, Islamabad                             | 2008-2010  |

### EMPLOYMENT HISTORY

**POSITION:** Manager Sales and Outreach

May 2023- Present

**ORGANISATION:** Evertise Digital SMC Ltd

**LOCATION:** Islamabad

Duties include managing and boosting sales and supervising client accounts at Evertise Digital, a US Based, AI driven disruptive PR & Newswire software company. Implementing Sales strategies to meet or exceed demand generation and revenue targets. Started from the initial target of \$1700 solely and reaching \$6000 dollars each month. Managing a team of diverse sales and marketing employees at Evertise and ensuring the team meet the monthly revenue target. Offering necessary product knowledge and technical expertise translating into successful sales. Publishing go-to-market strategy setting up product positioning, target customers and end users. Update sales team, retailers and client network on new software developments.

**POSITION:** LSM Express Center (North)

January 2021-November 2022

**ORGANISATION:** HASCOL Petroleum Ltd

**LOCATION:** Islamabad

Duties include managing and boosting sales as Lubricant Sales Manager of the Express Centers Lubricants North by engaging directly with customers and to aware customers about the innovative products and services. Identified and pursued new sales opportunities, Prepared and delivered persuasive sales presentations, product samples, and marketing materials to potential customers, conducted regular follow-ups with customers to ensure customer satisfaction and to address any concerns or issues, collaborated with the sales team to develop and implement effective sales strategies, pricing models, and promotional activities.

**POSITION:** English Teacher

April 2017-Nov 2021

**INSTITUTION:** IMCB F-7/3, Islamabad

**LOCATION:** Islamabad

I joined the government school just after my Masters's as English Teacher for Primary Section. Served the institution on daily wages for the period of two years i.e., from April 2017 to April 2021.

### **OTHER ACHIEVEMENTS AND SKILLS**

- Awarded a scholarship from the university due to excellent academic performance.
- **Medium Corporation (US):** Writes at Medium Corporation as an Analyst, Columnist on the current Social, Economics, Business and Political issues of International Community, Business and Global politics.