



## ABDUL WAHAB

### Sales & Marketing Professional

A dynamic sales and marketing expert with over five years of experience, I am deeply driven to explore and cultivate new marketing avenues while devising and executing innovative sales strategies. My expertise lies in strategic lead generation, captivating sales presentations, and imaginative marketing campaigns, all geared towards fostering growth and seizing opportunities in diverse markets.

#### CONTACT INFO

##### Phone

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##### Email

wahabyounis7@gmail.com

##### DOB

04-July-1994

##### Address

10-A/1 Dara Street Ghousia Colony, A.I.T, Lahore.

#### EDUCATION

##### Master of Marketing/MBA

Institute of Administrative Sciences,  
University of the Punjab, Lahore  
2020-2022

##### Bachelor of Arts

University of the Punjab, Lahore  
2016-2018

#### WORK EXPERIENCE

##### Senior Growth Manager

Taleemabad powered by Orenda PVT LTD, Lahore.

July 2023 - (Continue)

##### Key Responsibilities

- Led strategic planning and effective team leadership for product and business development, utilizing data analysis and KPI tracking for successful software sales.
- Demonstrated strong communication skills in stakeholder engagement, fostering key relationships in education sector.
- Applied trend analysis and customer insights for goal setting, achieving substantial sales revenue in the school sector.
- Proven software sales success through strategic planning, market research, and team leadership, optimizing business development in education.

##### Sr. Officer Sales & Marketing >> Promoted to AM Sales & Marketing

Cyber Advance Solutions PVT LTD, Lahore.

July 2022 - July 2023

##### Key Responsibilities

- Leading SaaS integration efforts to revolutionize business processes and propel organizational growth through cutting-edge cloud-based solutions.
- Led corporate sales, managed key accounts, and conducted extensive marketing research.
- Applied a strategic approach, understanding trends and customer needs, leading a successful team in service software sales.
- Demonstrated expertise in understanding customer needs, creating strategic marketing plans, and excelling in impactful presentations while managing a high-performing education sector team.

## ➡➡ Area Sales Executive >> Promoted to Area Sales Manager

Healthwire PVT LTD, Lahore.

Nov 2019 - July 2022

### Key Responsibilities

- Proficient in managing sales teams, implementing innovative strategies, and providing specialized support within the health-tech sector, particularly in the medical industry.
- lead generation and nurturing key accounts within the health-tech sector.
- Provide comprehensive support throughout the implementation process and conduct user trainings to ensure optimal product utilization.
- Actively engage in market visits to understand local dynamics, thereby maximizing lead generation effectiveness and market penetration.

## ➡➡ Supervisor

Helium PVT LTD, Lahore.

Dec 2017 - Nov 2018

### Key Responsibilities

- I effectively handle team dynamics, ensuring smooth operations and productivity by managing schedules and overseeing daily routines.
- I meticulously verify samples to maintain quality standards and provide clear directions to my team, fostering a collaborative and efficient work environment.

## ACHIEVEMENTS

### ➡➡ Master of Marketing/MBA - Gold Medalist 🏆

Institute of Administrative Sciences, University of the Punjab, Lahore

2020-2022

### ➡➡ Employee of the Month

Cyber Advance Solutions PVT LTD

Dec-2022

### ➡➡ Emerging Sales Person

Healthwire PVT LTD

Feb-2021

## EXPERTISE

- |   |  |
|---|--|
| <ul style="list-style-type: none"><li>• Sales</li><li>• Marketing</li><li>• SaaS</li><li>• Negotiation</li><li>• Critical Thinking</li><li>• Strategy Making</li><li>• Needs Analysis</li></ul> | <ul style="list-style-type: none"><li>• Team Leadership</li><li>• Presentation Skills</li><li>• Marketing Research</li><li>• Business Development</li><li>• Active Listening</li><li>• CRM - Salesforce, Hupsot &amp; Odoo</li><li>• MS Office</li></ul> |
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## LANGUAGE

➡➡ English ➡➡ Urdu ➡➡ Punjabi

## HOBBIES

➡➡ Cricket ➡➡ Travelling

## REFERENCE

To be Furnished upon request