



Azan Ali

As a Lead for the USA Sales team and Business Developer in the IT sector, I offer a unique blend of leadership and strategic business development skills. Holding an MPhil in Economics, I bring a proven track record of driving sales growth and building key business relationships.

CONTACT



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Block 4, House10, Karim Park
Ravi road, Lahore, Pakistan

EDUCATION

2014- 2018

**COMSATS University Islamabad
(Lahore Campus)**

Bachelor in Economics

2018- 2020

**COMSATS University Islamabad
(Lahore Campus)**

M Phil in Economics -
Scored 89%

SKILLS | EXTRAS

- Project Management Tools
- Advanced Administration Software
- Sales Account Management
- Accounting & Finance
- Dealing cash in flow& out flows
- Event organizer
- Poet, writer and professional Artist

WORK EXPERIENCES

Lead | BD Executive

Triumph Tech | SQUADLY, | Nov 2022 - Current

Consistently exceeded monthly sales targets contributing to the team's overall success. Specially in US, AUS and Local market.

Acquired and onboarded multiple new clients within a quarter, expanding the customer base and driving revenue growth. Cold Calling, LinkedIn and Upwork

Business Developer Associate

Cloud Contra, | Feb 2022 - Nov 2022

Comprehensive administrative Management.

Deal cash in and out flow, prepared daily & monthly balance,

Clients invoices, managed inventories. handled warehouse data.

General Manager

Fahad Traders, | 2020 - 2021

Comprehensive administrative Management.

Deal cash in and out flow, prepared daily & monthly balance,

Clients invoices, managed inventories. handled warehouse data.

Research Assistant

Environmental research , | 2019 - 2019

My supervisor had a project of research environmental issue, water resources in Pakistan. conducted a deep research in rural and urban areas. handled data over spreadsheet.

Call Center Agent

TransData International, | 2017 - 2018

Efficiently used CRM systems for issue tracking, maintained detailed customer interaction records, and demonstrated strong problem-solving.