

SADDAM HUSSEIN

Entrepreneur | Business Consultant | Virtual Assistant | Business Developer | Appointment Setter | Telemarketer | CSR | CRO | Sales Specialist | Inside Sales | SDR | Leads Generation

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SUMMARY


A results-driven sales and business development professional with over six years of comprehensive B2B/B2C experience. I have a consistent track record of driving revenue growth by generating 150+ qualified leads monthly and increasing conversions by 25%. My passion lies in understanding complex client needs and forging strong relationships to deliver impactful solutions. I am now seeking to leverage my full-cycle sales expertise in an Appointment Setter, Sales Executive, or Business Development Specialist role.

EDUCATION


Bachelor of Business Administration - BBA, Business Administration and Management, General
Lahore School of Economics (LSE)

📅 2020 - 07/2024
📍 Lahore, Pakistan


KEY ACHIEVEMENTS

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High-Volume Lead Generation

Consistently generated over 150 qualified B2B leads per month through strategic, multichannel prospecting.
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Target & Quota Attainment

Consistently exceeded all sales targets, surpassing personal quotas by over 20% and specialized course sales by 30%.
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Consistent Business Growth

Achieved 20% year-over-year growth in client base for my consultancy by delivering measurable results and securing long-term contracts.
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Top Performer Recognition

Ranked among the top 10% of sales executives by consistently exceeding monthly sales quotas by an average of 15%.

EXPERIENCE

Business Development Executive – Digital Marketing
SiliconFort LLC.

📅 09/2023 - Present 📍 Lahore, Pakistan

A technology solutions provider dedicated to building trusted partnerships between technology, startups, and enterprises across FMCG, Real Estate, E-commerce, and more.

- Identify and pursue new business opportunities for a suite of digital marketing services, including Web/App Development, SEO, and RPA, generating a pipeline of over **\$300,000** in potential revenue.
- Cultivate and nurture strong relationships with key stakeholders and decision-makers, leading to a **20% increase in client acquisition** quarter-over-quarter.
- Develop and deliver persuasive sales presentations, demonstrating a deep understanding of digital marketing concepts and successfully closing an average of **5 new enterprise clients per month**.
- Collaborate with cross-functional teams (development, marketing, project management) to ensure seamless client onboarding and successful project execution.

Sales Development Representative
Chainfore

📅 01/2022 - 12/2023 📍 Lahore, Pakistan

A global leader in next-generation digital services and consulting, specializing in transforming ideas into reality, preparing MVPs, and developing enterprise applications.

- Prospected and qualified leads for digital transformation and enterprise application services, scheduling an average of **12-15 demo meetings** per month for senior consultants.
- Contributed to a sales pipeline of over **\$250,000** by identifying and nurturing potential clients interested in MVP development and cutting-edge tech solutions.
- Mastered the value proposition for complex digital services, effectively communicating technical benefits to non-technical stakeholders to secure initial discovery calls.

Business Development Executive
Quality Resource Pvt Ltd

📅 02/2020 - 01/2022 📍 Lahore, Pakistan

An ISO-certified leader in the digital marketing industry, renowned for delivering innovative and impactful digital solutions for small and medium enterprises.

- Drove a **35% increase in new client acquisition** for SEO packages through targeted B2B sales strategies to SMEs.
- Drove a **35% increase in personal new client acquisition** for comprehensive SEO packages by developing and implementing targeted sales strategies.
- Personally exceeded sales targets by over **20% for two consecutive quarters**, securing high-value contracts and contributing significantly to the company's revenue growth.

SKILLS

- B2B & B2C Sales
- Lead Generation
- Appointment Setting
- Sales Development (SDR)
- Inside Sales
- Cold Calling & Emailing
- Client Acquisition & Retention
- Sales Cycle Management
- Needs Analysis
- Consultative Selling
- Deal Closure
- Upselling & Cross-Selling
- New Business Development
- Strategic Account Management
- Consistent Business Growth
- CRM Software Salesforce
- HubSpot
- LinkedIn Sales Navigator
- Data Surge & Prospecting Tools
- Microsoft Office Suite
- Google Workspace
- E-Commerce Platforms
- Negotiation And Persuasion
- Client Relationship Management
- Sales Strategy And Planning
- Market Research And Analysis
- Public Speaking And Presentations
- Training And Mentoring