

Usama Husnain

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EXPERIENCE

InvoZone— *Business Development Associate*

Current

During working with **InvoZone** my responsibilities are mentioned below:

1. Cold Calling
2. Staff Augmentation
3. Managing Upwork and Freelancer.com profiles.
4. Reported directly to the owners, and completed all projects on time, in a fast-paced environment.
5. Part of the Business Development Team.
6. Manage Clients.
7. Analytical thinking and problem-solving.
8. Organizational skills to achieve the desired outcome.
9. Customer Relationship Management (CRM)
10. Ability to manage all critical situations
11. Strong communication and presentation skills
12. Ability to Attend networking activities to research and connect with prospective clients.

Nutrifactor Laboratories — *Sales & Marketing Coordinator (Feb 2022- Apr2022)*

1. **Sales Reports** by Units & Area.
2. **Sales Reports** by Customers & Area.
3. **Sales Reports** to **NSM** & **SM** as per requirement
4. New product launching activities.

SKILLS

Social Media Marketing, B2B sales
Inbound & outbound leads
Competitor Analysis Data Extraction
Email Marketing
Requirement gathering
Monthly Performance report
Cold Calling, Teamwork
Hubspot, Figma

Achievements

Best Class Representative

Participation Certificate Toyota 5s methodology United Nations Association of Pakistan (UNAP)

Certificate of UI/UX Design From E-Rozgaar

Best Student Reward in the whole batch

EDUCATION

Govt College University (Gcuf), FAISALABAD— *BBA HONS (Marketing)*

2017 - 2022

Govt Municipal Degree-College, FAISALABAD — *FSC (Pre-Engineering)*

2015 - 2017

BISE FAISALABAD— *Matric (Science Group)*

2013 - 2015