

Sameer Mushtaq

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Experienced Versatile professional with 4+ years of experience as an Account Executive with a proven track record in managing High-Volume call centers. Additionally, skilled in Event Planning and Management. Possessing exceptional negotiation abilities, with a keen eye for resolving issues.

EXPERIENCE

SuperOrder, Remote— Account Executive (Inside Sales)

October 2023 - PRESENT

In-depth product knowledge and ability to articulate its benefits to restaurant owners.

Proactively reach out to potential clients, schedule appointments, and conduct product demonstrations.

Effectively close deals with restaurant owners, driving sales growth for the startup.

Communicate the value of Superorder's solutions for small and medium-sized businesses (SMBs).

Actively engage in ongoing sales training and collaborate with the leadership team and peers to enhance skills and performance.

Interstate Logistix, Lahore— Dispatch Lead

January 2023 - July 2023

Efficiently managed dispatching operations for trucks across the USA. Skillfully handled escalations and addressed issues faced by dispatchers. Successfully booked loads and managed all relevant paperwork for drivers, ensuring seamless logistics operations.

Motive, Formerly KeepTruckin, Lahore— Account Executive

January 2022 - September 2022

Engaged in proactive high-volume cold calling and lead prospecting, alongside handling inbound leads from various teams. Conducted impactful software demos to educate fleet managers and drivers on the value of our service. Collaborated with cross-functional teams to optimize sales strategies, resulting in consistent surpassing of sales quotas.

Keltha, Lahore— Customer Service Representative (Tier 2)

July 2021- January 2022

SKILLS

Telemarketing.

Event Management.

Adapt at Office, SalesForce, Hubspot and various CRM's.

Public Speaking.

Team tasks.

Freight Dispatching.

AWARDS

Motive - Highest Sales in the department for 2 consecutive months.

Tekiate

Agent of the Quarter
Highest sales in 3 months by any agent.

Agent of the month for 3 consecutive months -
Highest sales with least cancellation rate in a month

Various English Proficiency Competitions.

LANGUAGES

English, Urdu, Punjabi.

Skilled in delivering exceptional external customer support in a fast-paced environment, adeptly handling escalations. Proficient in managing phone and chat support concurrently.

Tekiate, Lahore — *Business Development Executive*

August 2019- June 2021

Proactively contacted potential and existing customers to promote our services, consistently surpassing sales targets by nearly 20% on every occasion.

Impulse Event Management, Lahore — *Creative Director*

September 2017 - December 2019

Proficiently managed communications with vendors and clients, entrusted with the responsibility of delivering customized experiences aligned with clients' desires.

EDUCATION

Forman Christian College University, Lahore — *BSCS*

March 2021 - PRESENT

Bachelors in Computer Sciences.

The Lahore Alma, Lahore — *A levels*

September 2017 - May 2020

- Business Studies
- Mathematics
- Urdu

Beaconhouse Defence Campus, Lahore — *O Levels*

September 2014 - May 2017

- Physics
- Chemistry
- Computer Science

COMMUNITY SERVICE

LUMS Community Service Society — *Teacher 2019*

Dedicatedly volunteered as a teacher for underprivileged students at a government-run school in Bhatta Chowk.

Alkhidmat Foundation Pakistan — *Volunteer 2016*

Volunteered in their Orphan care program to set up events for children.

Alkhidmat Foundation Pakistan — Volunteer 2015

Volunteered to distribute rations in food affected areas.

REFERENCES

Abdul Mutaal Khan — CEO (*Tekiate*)

+92 345 4949948

Mughees Farooq — Senior Success Manager (*Keltha*)

+92 320 4519231

Abdul Wahab — Associate Sales Manager (*Motive*)

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