# Musanna Zia

### Account Executive

Energetic Sales Representative offering demonstrated success identifying prospects and converting leads into customers. Superior communication skills, understanding of client needs and sales closing rates. Recognized for creativity and resourcefulness in meeting and exceeding sales, revenue, and profit goals.



## Contact



## **Work History**

#### **Address**

Lahore, 54782 Pakistan

#### **Phone**

03334917531

#### E-mail

musanna0115@gmail.com



## Skills

Problem-Very Good solving skills Upselling Very Good Multi-tasking 00000 Very Good strength **Professional** Very Good demeanor Customer presentations Very Good Sales 00000 Very Good expertise

2023-07 -2023-12

## Sales Representative (Dispatching)

IBN Trucking, Lahore

- Developed and implemented sales strategies to increase profits.
- Built professional relationships with new customers and cultivated existing ones through active listening and intelligent open-ended questioning.
- Assisted in resolving customer complaints and grievances.
- Utilized customer feedback to improve customer service.
- Retained excellent client satisfaction ratings through outstanding service delivery

## **Account Executive**

Motive, Lahore

- Worked with sales team to collaboratively reach targets, consistently meeting or exceeding personal quotas.
- Among pioneers of Motive Cards team
- Contributed to team objectives in fast-paced environment.
- Achieved or exceeded company-defined sales quotas.
- Negotiated contracts successfully, securing favorable terms for both company and clients

2021-06 -2022-02

2022-02 -

2023-05

## Sales Executive

DGS Ibex, Lahore

 Implemented upselling techniques to increase revenue and move product.

- Developed extensive knowledge of products and services to better assist customers.
- Utilized sales techniques to build customer interest and close sales.

## **Education**

2022-09 - BS Psychology

**2023-09** BNU - Lahore

2018-09 - A'levels

**2020-09** LGS - Lahore