



# AARIJ AHMED

## FRONT SALES EXECUTIVE

### CONTACT

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### SOFT SKILLS

- Communication & Active Listening
- Time Management
- Team Collaboration
- Negotiation
- Problem Solving
- Adaptability

### HARD SKILLS

- Cold Calling & Email Outreach
- International Sales Lead Generation
- Digital Marketing Campaigns
- Sales Funnel Management
- B2B/B2C Sales Strategy

### CERTIFICATION

**Fundamentals of Digital Marketing**  
Google Digital Garage — Completed  
Jan 2023



### PROFESSIONAL SUMMARY

Dynamic and results-driven Sales Professional with 5+ years of experience in B2B/ B2C international sales, focused on the USA market. Proven track record in exceeding sales target by up to 30% quarterly, successfully onboarded 100+ new clients at The Qsys and Tech Vertex within a year through Live calls, chats, email and video conferencing. Skilled in building strong client relationships, closing deals, and driving business growth in fast-paced environments. Eager to contribute to scalable growth in a performance-driven team.



### WORK EXPERIENCE

#### Front Sales Executive

The Qsys | JAN 2025 - PRESENT

- Consistently exceeding monthly sales target of \$3000 USD by up to 30%, generating revenue from inbound leads through sales call, email outreach, and video conferencing.
- Successfully converting 5–10 B2B/B2C clients per platform monthly (via Bark.com, social media) across the USA market, contributing significantly to pipeline growth
- Closed high-value deals, including one worth 85% of monthly quota, by collaborating with designers, developers, SEO experts, and SMM teams to deliver tailored digital solutions

#### Front Sales Executive

Tech Vertex | JUL 2024 - DEC 2024

- Achieved over 50% of \$2000 target in one month, selling digital services like web design, branding, and SMM through inbound Bark leads and outbound PPC data.
- Consistently closed 5 B2B/B2C clients monthly (USA-based), each averaging 15% of sales quota, leveraging Zoom and Zendesk for conversion and communication.
- Closed a one-shot deal worth 50% of monthly target, and generated 150% ROI from Bark.com investment

#### Senior Sales Executive

Visionaries Tech | JAN 2024 - JUN 2024

- Onboarded as a new hire and achieved 100% of monthly \$2,000 sales targets from the second month onward, specializing in web design and development services.

#### Sales & Marketing Executive

Renexus Resource Group | JAN 2022 - NOV 2023

#### International Sales Executive

Axact IT Company | JULY 2019 - DEC 2021



### EDUCATION

#### Bachelor's in Business Administration (Marketing)

Karachi University Business School, University of Karachi — Graduated Dec 2023  
GPA: 2.9 / 4.0

#### Intermediate in Commerce

Government College for Men, Nazimabad Karachi — Aug 2017 - May 2019