



RAJA HASSAN MAHMOOD

Objective

Looking for a challenging role in a reputable organization to utilize my technical, database & management skills for the growth of the organization as well as to enhance my knowledge about new and emerging trends in the banking, telecom and hospitality sectors. Highly recognized in the community, I can meet the challenges that your company will entrust me.

Education

Master of Science in Mathematics (M.Sc.) 2007-2009

University: International Islamic University Islamabad, Pakistan

Bachelor of Science (B.Sc) 2005-2007

University: University of the Punjab, Pakistan

Work Experience

Sales Manager

Park View Enclave (Pvt) Limited



Apr 2021-Sep 2023

- Achieving growth and hitting sales targets by successfully managing the sales team
- Designing and implementing a strategic sales plan that expands company's customer base and ensure its strong presence
- Managing recruiting, objectives setting, coaching and performance monitoring of sales representatives
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Present sales, revenue and expenses reports and realistic forecasts to the management team
- Identify emerging markets and market shifts while being fully aware of new products and competition status

Sales Executive

QInnovation FZ LLC, Dubai U.A.E



Dec 2019-Mar 2020

- Conducting market research to identify selling possibilities and evaluate customer needs.
- Support components from users and customers.
- Actively seeking out new sales opportunities through cold calling, networking and social media.
- Setting up meetings with potential clients and listening to their wishes and concerns.

CONTACT INFORMATION

Visa Type: Own Visa (Freelance)

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+92-336-5446278

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Address: Al-Ansari Exchange
Building, Meena Bazar, Bur Dubai,
Dubai, UAE

PERSONAL INFORMATION

Date of Birth: February 1st, 1986

Place of Birth: Doha-Qatar

Emirates ID: 784-1986-9207025-7

Passport No.: NV0155443

CNIC No.: 37202-3182544-7

Marital Status: Married

Religion: Islam

Driving License (U.A.E /

Pakistan): LTV(Manual-Automatic)

Languages: English, Urdu, Hindi
Punjabi, Arabic

PROJECTS

2010-2011:

Financial Essentials & Statistics
Ministry of Economic Affairs &
Statistics-Pakistan

AWARDS

July-2012:

Excellence Performance Certificate
Sybrid (Pvt.) Ltd.

September-2012:

Excellence Performance Certificate
Sybrid (Pvt.) Ltd.

June-2021:

Employee of the Month
Park View Enclave (Pvt) Ltd.

October-2021:

Employee of the Month
Park View Enclave (Pvt) Ltd.

SKILLS

- Interpersonal Skill
- MS Office
- Market Research
- Strong Work Ethic
- Leadership & Analytical Skills
- Technical Writing

HOBBIES

Football, Cricket, Travelling,
Reading, Watching Movies

ONLINE PROFILE

<https://ae.linkedin.com/in/raja-hassan-mahmood-51b8a6110>

REFERRALS

(Available upon request)

Work Experience CONTINUED

Field Officer

Oct 2015-Dec 2019

Valustrat Management Consultancies LLC, Dubai U.A.E

ValuStrat

- Collaborate with team members to achieve better result
- Contact the customer and the company they work for.
- Maintain database of Retail Credit Facilities in CPV ` Register. Liaise with Operations Dept to ensure all approved.
- Other sections in Operations (COPS and Credit Card) for loans and credit cards proposals related issues.
- Ensure the successful and timely implementation of project activities, including the accuracy of financial.



بنك دبي الإسلامي
Dubai Islamic Bank

بنك أبوظبي التجاري
ADCB



Messenger

Jun 2013-Aug 2015

Desert Eye Building Security Services LLC,
Dubai U.A.E



- Remembering key information to complete pickups and deliveries such as codes for entering buildings and routineroles.
- Observing all traffic rules on prescribed routes to ensure safe delivery of documents and goods.
- Determining which packages and documents are to be picked up or delivered and verifying the destination addresses.
- Obtaining signatures, appropriate documentation and payments for items picked up or delivered.

Customer Relation Officer

Jan 2012-Apr 2013

Sybrid Pvt. Ltd, A Lakson Group of Company

- Attend all kind of Inbound Calls (Complaint/Information/billing)
- Achieve established standards for call handling quality.
- To resolve customer's complaint over the call.
- Enter customer's data as per defined standard operating procedures.
- To meet all the other quality benchmarks established based on consumer feedback.



Data Entry Operator

Dec 2009-Jan2012

Zong Pakistan



- Inserting data by inputting text based & numerical information.
- Reviewing data for deficiencies or errors.
- Correct any incompatibilities if possible & check output.
- Compiling, verifying accuracy & sorting information according to priorities
- Providing administrative support & any other tasks assigned by Manager.

Certification

Session: 2005 Computer Application Course

Duration: 6 months

Institute: Modern Institute of Informatics & Management

Session: 2011 Adobe Photoshop 7.0

Duration: 2 months

Institute: Taj Institute of Graphics