

Huda Ahmed

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Summary

Results-oriented and dynamic sales manager with more than 4 years of expertise in promoting team growth and increasing revenue in a variety of industries, such as education and sales. Interested in fostering a culture of continuous improvement, increasing team productivity, and developing and carrying out strategic growth plans. Competent in applying cutting-edge techniques for performance improvement, encouraging cross-functional cooperation, and using data-driven methods. Creating training programs, cultivating solid client relationships and motivating top-performing teams to exceed KPIs.

Skills

- Strategic & effective planning
- Strong negotiation skills
- Leadership and team management
- Data-driven decision-making
- Agile leadership and problem-solving
- Building strong crossfunctional relationships
- Proefficient with MS Office
- Performance optimization

Professional Experience

Sales Manager, Uhomes (United Kingdom) – Mumbai, India

July 2023 – Dec 2024

- Developed and implemented communication strategies to foster team cohesion and boost productivity in a 30-member sales team.
- Implemented extensive training materials for new employees that improved their understanding of procedures and objectives.
- Encouraged and inspired the sales team to adopt a growth attitude, promoting the creation of personal sales goals and a continuous improvement culture.
- Maintained cross-functional communication with the partnership, marketing, and sales teams to ensure a unified strategy and align the goals.
- Converted leads into potential clients by observing and understanding the needs.

Sales Manager, Amberstudent (United Kingdom) – Mumbai, India

June 2021 – July 2023

- Achieved \$240,000 in individual revenue and contributed to around \$1 million in team revenue.
- Developed data-driven strategies in collaboration with marketing teams, improving ROI and lead generation.
- Enhanced customer satisfaction and retention by building close relationships with clients through personalized solutions.
- Implemented the use of data analysis tools to improve sales procedures, enabling the team to regularly achieve and exceed KPIs.
- Established continuous improvement by facilitating regular contact between teams through performance assessments, team meetings, and focused coaching.

Revenue Cycle Management Representative, IKS – Mumbai, India

Sept 2020 – June 2021

- Created and analyzed management reports to enhance communication of operational insights.
- Collaborated with stakeholders to ensure accurate coding and efficient claim management processes.
- Utilized advanced software tools to streamline workflows and enhance data accuracy.

Education

Master of Science in Biotechnology – University of Mumbai

Jul 2019 – Oct 2020

- CGPA: 8.70/10

Bachelors of Science in Biotechnology – University of Mumbai

Jun 2016 – Mar 2019

- CGPA: 9.08/10

Achievements

- Sales Person of the Quarter (Q4 2021) – Amberstudent
- Sales Person of the Month (October 2021) – Amberstudent
- Sales Manager of the Quarter (February 2023) – Amberstudent

Volunteer Work/ Internship

Science Tutor, Synergy Academy – Mumbai, India

Sept 2019 - Mar 2020

- Designed and delivered engaging content, enhancing the communication of complex scientific concepts for high school students.
- Fostered a collaborative learning environment through clear and effective communication.

Intern, Haffkine Institute – Mumbai, India

Dec 2018 - Jan 2019

- We investigated and developed a precise HPLC method for estimating cancer drug metabolites and effectively communicating findings to advance pharmacological studies.

References

Fehad Lone, Director of Sales, Uhomes

– fehad.lone@uhomes.com, +917045629451

Bhanu Mahajan, Director of Operations, Amberstudent

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Irfan Ahmed Khan Soudagar, Development Engineer - ESSW, Scania CV AB

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