

Nidal Imran

Assistant Business Manager

Professional Business Developer with a business savvy mind, involved in marketing, management and development of new business opportunities.



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Karachi, Pakistan 📍

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WORK EXPERIENCE

Business Development/Assistant Manager

PTCL (Pakistan Telecommunications Company Limited)

08/2017 – Present

Karachi, Pakistan

Achievements/Tasks

- Carry out marketing activities such as digital marketing, positive word of mouth, promotional activities and free give away's to attract customers.
- Act as business developers by planning new network to tap in more business opportunities.
- Up selling activities of products ranging from BB, IPTV, PSTN, iSentry, Charji Cloud and Evo Charji.
- Meeting sales target which are given on weekly basis, and plan mega sales day once each week to meet the revenue targets before time.
- Managing staff of more than thirty (30) people.
- Strong focus on customer satisfaction and retention.

Customer Support Executive IBEX Global

05/2017 – 07/2017

Karachi, Pakistan

Achievements/Tasks

- Moderation of ads in OLX campaign.
- Resurrection of ads wrongly discarded.
- Handling live calls and e-mails.

President - Sportics Society National University of Computer and Emerging Sciences

08/2016 – 08/2017

Karachi, Pakistan

Achievements/Tasks

- Organizing inter/intra sports events.
- Training and development of students and players.
- Product and logistics management.
- Event management.

EDUCATION

B.Sc in Electrical Engineering

National University of Computer and Emerging Sciences

08/2013 – 06/2017

Karachi, Pakistan

Courses

- FYP (AUTOMATED SANDWICH EXPRESS): To develop a fully automated, compact and consumer friendly sandwich production mechanism to reduce the steps and inconsistency associated with making fresh sandwiches.

SKILLS

Communication

Marketing

Management

Prioritizing Customer Satisfaction

Leadership

Goal Oriented

Integrity

Innovation and Creativity

Time Management

Negotiation

Analysis

ON JOB PROJECT

PROJECT LEAD - Network Transformation Project (11/2017 – 09/2018)

- Planning of complete network to be implemented in the Malir Model Colony and Malir Cantt region to increase sales and win back customers by introducing FTTH (GPON) connections.
- Execution and implementation of MSAGs completed successfully.
- Increase in revenue and profit by increasing sales (by 20 percent) and controlling the churn rate (by 8 percent) over the last three months.
- Softwares used during the project were: SAP, MS Office, Google Earth, Maximo and Siebel communications.

ACHIEVEMENTS

Deans List (08/2017)

Scored an outstanding 3.86 SGPA during the final semester and came in the Deans list during the spring semester 2017.

Football Captain (08/2015 – 08/2017)

Headed my university team as the captain of Football for two (2) consecutive years, participating in tournaments all around the country under the name of FAST-NUCES.

PGF Series VII Winners (07/2017)

Champions of the biggest Futsal tournament in Pakistan, held at DHA creek club every year since it's inception in 2011.

Call of Duty 4 Winners (07/2016)

Champion of Call of Duty 4 tournament organized by Pakistan Gaming League at Dolmen City Mall, Karachi, Pakistan.

Deputy Head - PROCOM (04/2016 – 04/2016)

To plan and handle the management tasks, by utilizing resources and workforce effectively, increasing productivity quality work done.

ON JOB TRAININGS

Developing Next Generation Business Leaders

X-Factor Leadership Module

MS Excel for Managers

GPON (FTTH)

Project Planning Documents

Business Analysis Activities and Tools