

Syed Hasham

Sales Professional

To Obtain a Position that Challenges Me and Provides Me the Opportunity to Reach My Full Potential Professionally and Personally, Utilizing My Abilities and Years of Experience In Your Organization That Is Progressive Intellectually and Technically And One in Which Practices Collaborative Leadership, Integrity and Honesty.



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WORK EXPERIENCE

Warehouse Associates

08/2024- till Present

UAE

Achievements/Tasks

perform tasks like storing products, receiving incoming deliveries, scanning items before logging them on computer systems, managing stock, maintaining a warehouse's cleanliness and inspecting products to detect defects or damages.

Sales Executive

Ranks Logistics LLC.

06/2024 - 08/2024

UAE

Achievements/Tasks

- Research leads, develop entrance strategies, and qualify your prospects' transportation spend to generate new business partners and individual brand profitability.
- Present multiple modes of transportation to your customer base.
- Dispatch to your carriers and properly update your loads within the transportation management system.
- Consistently track and trace your freight movements from origination to destination.
- Manage existing business accounts and continuously deliver the highest level of customer service.

Business Development Executive

Dynamic Shipping Agencies PVT LTD.

12/2021 - 06/2024

Karachi, Pakistan

Achievements/Tasks

- Attracting new clients by innovating and overseeing the sales process for the business.
- Working with senior team members to identify and manage company risks that might prevent growth.
- Identifying and researching opportunities that come up in new and existing markets.
- Running outbound campaigns (phone calls, emails, etc.) to create sales opportunities.
- Communicating with clients to understand their needs and offer solutions to their problems.

Executive Documentation

WWG Consolidators

03/2021 - 12/2021

Karachi, Pakistan

Achievements/Tasks

- Communicate with the carrier line for correction in documents.
- Prepare HBL / MBL of Shipments as per Supplier Requirements.
- Make Carrier Payments.
- Follow Ups with Outstanding and Original Papers Stock.

EDUCATION

BBA

Metropolitan University of Pakistan

Pakistan

SKILLS

Sales



Client Communication



Culture Fit



Market Research



Sales Strategy



Strategic Partnership



Teamwork



LANGUAGES

English

Full Professional Proficiency

Urdu

Native or Bilingual Proficiency