

NAEEM PARVEZ

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Nationality: Canadian



EXPERIENCE

Oblique Consult LLC

VP Operations & Business

Development

Mar 2018 - present

Challenge: Build a revenue generating machine

Actions: Define value proposition and train founders to sell | Implement CRM tool
Build systems around account management to ensure best service delivery |
Develop a pipeline through multiple channels | Attend client and prospect
meetings | Create marketing collateral | Work with Managing Director on growth
strategies

Results: Streamlined operations to achieve 95% customer retention | Sourced
0.5m AED in new business in under 6 months | Maximized current client revenue
by up-selling 150,000 AED

HomeStars Inc

Manager, Customer Success Team

May 2017- Feb 2018

(left role to relocate to Dubai)

Challenge: Customer Retention, Revenue Growth and Change Management

Actions: Build new processes and roles | Implement new team structure | Be
proactive cross-functionally with all departments | Hire, coach and motivate a
team of 8 | Change management as company pivoted to a new line of business |
Handle tough customer escalations | Co-manage White Glove accounts | Source
and implement new VOIP provider

Results: Never missed customer churn or revenue retention targets

EncoreFX

VP, Regional Manager

Aug 2015- May 2017

Challenge: Build EncoreFX's business in GTA from scratch

Actions: Hire, train and inspire 9 employees | Close new business and help manage
White Glove accounts | Organize local marketing initiatives | Be the bridge between
multiple departments at head office and local team

Results: \$1M revenue in 1.5 years | 80 new accounts | Cash-flow positive by year 2 |
Zero customer churn | Cemented foundation for explosive growth | Strong
performance culture

Western Union Business Solutions

Account Manager

Oct 2011 - Aug 2015

Challenge: Hand-picked to be part of highest grossing team in the company (\$30M
annual revenue), responsible for client retention and revenue growth

Actions: Develop, present and implement customized and long-term solutions for
multinational companies | Champion internal process changes to ensure best
product delivery and service for clients | Build strong relationships with clients by
providing over-and-above customer service

Results: Sourced over \$200k new revenue via a unique partnership | Assigned as
second-in-command for \$6M book of business | Never missed revenue targets

Western Union Business Solutions

Business Development Executive

Sept 2010- Oct 2011

Challenge: Generate new business

Actions: Targeted C-level executives via phone-selling, networking events & trade-
shows | Partnered with technical staff to craft customized solutions | Built and
delivered persuading presentations

Results: Achieved 450% of target | Ranked #5 on Canadian Sales leaderboard



EDUCATION

York University (Toronto)

BCom (Finance)

2010

AstroLabs (Dubai)

Full-stack Dev Bootcamp

Completion Dec 2018



SKILLS

Persuasion and influence

Consultative sales

Ability to wear multiple hats

Cross-functional communication ninja

Experimented with entrepreneurship



HOBBIES

Reading & Podcasts

Producing music

Playing soccer & biking

Volunteering