

MUHAMMAD USMAN CHAUDARY

Sales & Marketing Professional

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Johar Town, Lahore, Pakistan

EXPERIENCE

Customer Experience Evangelist

Contegris Pvt. Ltd.

09/2019 - Ongoing Lahore, Pakistan

<https://contegris.com>

Deals in Customer Experience Management, Help Desk, IP PBX, CRM & IT Solution

- Evangelizing organizations to Customer Experience Management Solution, for better Customer Retention, C-SAT & NPS.
- Developed 10+ million PKR of business opportunities.
- Generated & Maximized 200+ qualified leads per Quarter.
- Organized & Developed Network via Expo (ITCN Asia 2019 - Gitex Dubai 2019), CRM, Meet ups with C-Levels, IT Directors, CX Head.
- Brand Management via initiating 30+ Testimonial Ceremonies with happy customers till Dec 2020.
- Enhanced market presence among 10,000+ Professionals via LinkedIn, lead 10+ major accounts.

Key Account Manager - Corporate Sales

Comstar - Information System Associates Ltd.

11/2018 - 08/2019 Lahore, Pakistan

<https://www.comstar.com.pk>

Deals in Cyber Security, Networking, Radio data link connectivity, ERP, Software development.

- Engaged 60% of new clients.
- Managed 30+ accounts by maintaining relationships, upselling & Tender participating.
- Closed PKR 15+ million of projects in corporate, industrial, SME, B2C & B2G sectors.
- Proposed solutions in cyber security (Sophos, Fortinet, TrendMicro, Palo alto, Barracuda), networking (Ruckus, Aruba, Cisco, Extreme, Infinet) :
- Arranged meetings with C-levels. decision makers, demo/presentations.

Senior Sales Executive - B2B

SkyElectric Pvt. Ltd

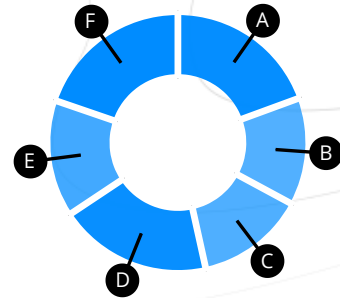
06/2018 - 10/2018 Lahore, Pakistan

<https://www.skyelectric.com>

Deals in Intelligent Solar System with AI based technology.

- Produced new revenue by researching and analyzing potential prospects and sales options.
- Acquired average 10 qualified leads per week. Created opportunities of PKR 6.5 million.
- Meet Monthly sales Target of PKR 1.8 million.
- Achieved PKR 2.9 million of sale per month.

CORE COMPETENCIES



- A Lead Generation
- B Business & Brand Development
- C LinkedIn Network Development
- D Market Research
- E Account Management
- F Customer Relationship Management

BUSINESS TOOLS

Salesforce

SugarCRM

SAP

Odoo

Bitrix24

Hubspot

Slack

Power Point

Excel

Skrapp

INDUSTRY EXPERTISE

Public Relationship



Brand Management



Sales Management



EXPERIENCE

Sales & Application Engineer - Industrial Sales

Jubilee Corporation

📅 09/2017 - 06/2018 📍 Lahore, Pakistan
🌐 <https://jubileecorporation.com>

Sole distributor of more than 35 international brands in medium & low voltage switchgear electrical products, automation & pneumatics.

- Travelling to visit 2-3 Industrial clients per day.
- Engaged 40-50% of new industrial clients.
- 10-15 cold calls per day with intense email marketing.
- Generated PKR 10+ millions of leads.
- Resolved 95% of queries within 1 week time frame.

Product Engineer

Transfopower Industries Pvt. Ltd.

📅 11/2015 - 01/2017 📍 Lahore, Pakistan
🌐 transfopower.pk

Manufacturer of Transformers, 1 phase & 3 phase Meters

- Reduced rejection rate from 10% to 3% of per day production.
- Increased daily production rate from 250 to 400 per day.
- Lead a Production team of 100+ of Man Power, 2 Foremen & 4 Junior Engineer.
- Reduced overtime production from 40% to 20%.

EDUCATION

B.Sc. Electrical Engineering

University of South Asia

📅 2010 - 2015 📍 Lahore, Pakistan

FIND ME ONLINE

 **LinkedIn**
<https://www.linkedin.com/in/muhammad-usman-chaudary/>

 **Skype**
Usman.ch44

AWARDS



President of Music Society

University of South Asia (2012-2014)
Lahore, Pakistan

VOLUNTEERING

Ambassador

Punjab Youth Festival - Lahore

📅 2012

Representing University of South Asia in PYF organizing team.

Head of Marketing

University of South Asia Dramatics Society

📅 2013 - 2014

Marketing campaigns, promotions, event planning, events management social media etc.

LANGUAGES

Urdu

Native



English

Proficient



PASSIONS

