



ALI HASNAIN

Business Development Specialist

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OBJECTIVE

Exploring career opportunities in the to utilize Sales, Account Management and Public Interfacing abilities in a challenging Business Development/Senior Sales Management assignment.

SKILLS

Communication
Sales
Negotiations
Marketing
Business Development
Client Relationship Management
Market Analysis
Sales Process Optimization
Customer Service

WORK EXPERIENCE

Business Development Manager

Smart Intellect Pvt. Ltd.

Duration : **November 2023 - Present**

I am working as business development manager in this company.

Responsibilities:

- **Client Relationship Management:** Built and maintained strong client and partner relationships.
- **Business Growth:** Drove business growth through market research and strategy development.
- **Business Development:** Prospected and acquire new clients, expanding our market reach.
- **Sales Cycle:** Handled the entire sales process from initial contact to contract closure.
- **Cross-Functional Collaboration:** Worked closely with internal teams to achieve business objectives.
- **Revenue Generation:** Achieved sales targets and contribute to overall business growth.

Business Development Specialist

Intellicom Solutions

Duration : **July 2023 - December 2023**

I worked in Intellicom Solutions as business development specialist

Responsibilities:

- **Secured Business:** Acquired new business clients for a UK partner bank.
- **Client Conversion:** Successfully converted potential clients through relationship building.
- **Product information:** Provided comprehensive product information and streamlined account opening.
- **Sale growth:** Achieved sales targets and contributed to overall business growth.
- **New Business Opertunities:** Developed new partnerships with business leaders.

Customer Service Representative

Python Leads

Duration : **January 2022 - November 2022**

I worked as as Customer Service Representative and Closer on Medicare, Final Expense, and Obama Care Campaigns

Responsibilities:

- **Customer-centric:** Met customer needs, provided solutions.
- **Informed decisions:** Empowered customers through knowledge.
- **Sales focused:** Built trust, exceeded targets.
- **Results driven:** Achieved sales goals, exceptional service.

Customer Service Representative

7 tell solutions

Duration : **September 2020 - December 2021**

I worked as Customer Service Representative on Medicare Campaign.

Responsibilities :

- **Provided** expert guidance to Medicare beneficiaries.
- **Efficiently resolved** claims, enrollment, and eligibility issues.
- **Enhanced** customer satisfaction and brand loyalty.

EDUCATION

BBA Hons.

Arid Agriculture University Rawalpindi

Grades - I **completed my graduation in management sciences in 2023. I did BBA from Arid Agriculture university Rawalpindi . Marketing was my major subject along with other management subjects.**

Year of passing : **September 2019 - July 2023**