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|  | Masab Avais  SDR, Account Executive  https://www.linkedin.com/in/masab-avais-94b0051a3?utm\_source=share&utm\_campaign=share\_via&utm\_content=profile&utm\_medium=android\_app |  |

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| Contact 10-A Mounds Block, Paragon City,  Lahore, Punjab, Pakistan.  +92 322 788 1617  [masab.avais@gmail.com](mailto:masab.avais@gmail.com) | Objective & Goal My ultimate goal is to increase a company’s customer base by generating leads, solicit new prospective customers, and connect them with the right salesperson through cold calling as well as emails etc. This includes gathering key sales data and conducting customer research, as well as creating sales opportunities, educate prospects about solution, and facilitate closing deals.  Hence, I want my career growth in this company. |
| EducationCertified Sales Account Executive Certified in Sales Methodology Key SkillsSalesB2B, B2COutbound Cold Calling LSMB, SMB, Midmarket, Enterprise, Expansion, Retention Strategic Team ManagementCommunicationProblem-solving Sales Force  Closing  SaaS  Fintech  Customer Service    Reference  Reference will be provided upon request. | Experience *April 2023 – Present*  Lead Qualifier, Sales Manager- **Talent Finder** (London, UK) – Remote Nov 2023 – March 2024 Manager Reservations • **Sunny’s Worldwide Chauffeured Transportation** (Virginia, United States) – Remote  *Jan 2023 – May 2023*  Sr Account Executive- **PosiTrace** (Canada) – Remote  *May 2022- Jan 2023*  Sr Account Executive- **AtoB Fuel Card** (CA, United States) – Remote  *Dec 2021- Dec 2022*  Manager Chat Support- **Revolut** (London, UK) – Remote  *Feb 2020- Sep 2021*  SDR to Account Executive- **Motive** (CA, United States) – Remote  *Nov 2015- Dec 2019*  CSR- **Digital Globe Services, Inc**- (Lahore, Pakistan)- On Site  *April 2014- Oct 2015*  Closer- **Mindbridge** (Lahore. Pakistan)- On Site |