

Suleman Gill

BUSINESS DEVELOPMENT EXECUTIVE - ENTERPRISE

OBJECTIVE

Highly motivated sales professional experience in BPO industry and Enterprise. Proven track record of exceeding sales targets and building strong relationships with clients. Looking to leverage my skills and experience to drive revenue growth for your company.

EXPERIENCE

ETSI – ENT ERP RIS E TECH N OLO GY SOLUT IONS INC. **BUSINESS DEVELOPMENT - ENTERPRISE**

July 2023 - Present

Prospecting and lead generating of U.S Federal agency clients. Targeting key decision makers within Federal Agencies such as such as: U.S Army, U.S Navy, U.S Marine Corps, U.S Veterans Affairs.

Understanding priorities, objectives, and ongoing projects. Managing sales pipeline by tracking leads, prospects, and research.

Making quotation, providing solutions, and negotiating. Maintaining strong relationships with federal clients including contracting officer, inventory managers, procurement officers, and regional purchasing officer. Providing guidance and support throughout the entire procurement life cycle. Experience With Bitrix24, Polycom and Zoom.

NCD FINANCIAL LLC **Sr. ACCOUNT EXECUTIVE**

Nov 2020 – July 2023

Credit repairing and financing product at NCD. Sourcing new sales opportunities generating pipeline. Qualifying prospects and identifying their needs. Cold calling lead generation, demonstration briefing about service and program.

Full sale cycle handling from prospecting to customer onboarding. Maintaining relationships for long business partnership. Follow up on bi-weekly basis, contract renewal, upselling, cross-selling, inside selling. Retention and debt collection and keeping the accounts updated and logged in systematic manner.

Reporting to managers weekly as well as monthly to the CEO. Experience with CRM, Cisco Phone. Web 8x8

CONTACT

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SKILLS

- People Management
- Prospecting and Lead Generation
- Consultative Selling
- Relationship Building
- CRM Software Proficiency
- Team Management
- Training & Development
- Lead Research
- Customer Life Cycle Management
- Process Optimization
- Stakeholder Management
- Process Improvement
- Analytical Research

ACHIEVEMENTS

- Pilot Project of 2 new campaigns (Medical & IT Services) for US Clients.
- Trained over 30 People for Sales & Customer Service.
- Worked for high revenue generating Project for Ovex & Premier BPO LLC.
- Achieved highest revenue Q4 for US Medical Federal Dept \$43,920.15 with \$12,535.22 in profit.

PREMIER BPO LLC
SALE DEVELOPMENT REPRESENTATIVE

April 2018 – Nov 2020

Medical healthcare program for consumer end providing facilities to senior citizen. Helping them to get saving for their medical expense through their primary health care provider such as Medicare, Medicaid, Athena, and Blue cross Blue Shield.

Cold calling potential customers and explaining the program and benefits and processing their application to the health department. Upselling and Cross selling for medical braces, such as knee, shoulder, or back braces.

Experience with Companies Own CRM, Close.io and dialer.

OVEX TECHNOLOGIES IN TERNATIONAL
TELESALES REP

March 2012 – April 2018

Inbound sales project for the company Tronix Country. Walking customers through the buying process of laptops, tv's and desktops.

Onboarding new customers for maximum business growth. Using negotiation skills and a new strategic sales method to close sales and grow the consumer base.

Records, Account notation, collection.

Experience With 3CX, Eyebeam Dialer.

EDUCATION

MBA	Hajvery University
BBA	Al Khair University
Inter	Forman Christian College
Matric	St. Mary's High School

HOBBIES

- Workout
- Music
- Travel