

Taha Abu Bakr

Lahore

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Willing to relocate: Anywhere

Work Experience

Business development Manager

Codeautomation.ai-Lahore

Present

- **Team Leadership and Mentoring:** Successfully coached and mentored a team of outbound Sales Development Representatives (SDRs), focusing on delivering qualified sales meetings to the account executive team.
- **Data-Driven Performance:** Immersed in data analytics to drive individuals and the team to meet and exceed key performance indicators (KPIs).
- **Recruitment and Training:** Recruited, hired, and trained additional SDRs to expand the team, ensuring a continuous pipeline of talent.
- **Sales Strategy Development:** Established effective sales development strategies scalable with team growth, optimizing demand generation efforts.
- **Achievements in the First 30 Days:**
 - Conducted a comprehensive audit of the organization, defining essential resources, communication channels, and support mechanisms to drive business success.
 - Identified key priorities and quick wins to enhance demand generation efforts for the upcoming quarter.
- **Achievements in the First 90 Days:**
 - Developed a replicable high-volume outreach approach, incorporating a consultative sales style tailored to the company's unique needs.
 - Created sales collateral, copy, and enablement materials, optimizing SDRs' output efficiency.
 - Provided structured and collaborative coaching for a growing team of entry-level sales professionals, enhancing overall team performance.

Business Development Executive

Systems Limited-Lahore

March 2022 to May 2023

In this role, I excelled in building and nurturing strong client relationships, ensuring a deep understanding of their business goals and objectives. My primary responsibilities included providing strategic guidance and support to clients, leveraging my comprehensive knowledge of their industry and current market

trends. This enabled me to offer tailored solutions that effectively addressed their specific needs and challenges.

Key Responsibilities:

- **Client Relationship Management:**
 - Developed and maintained strong, trust-based relationships with clients, becoming a key point of contact and advisor.
 - Conducted regular client meetings to understand their evolving business objectives and ensure alignment with our services.
- **Strategic Guidance and Industry Insight:**
 - Demonstrated a deep understanding of clients' industries, staying abreast of market trends and competitive landscapes.
 - Provided insightful strategic guidance, helping clients navigate complex business challenges and identify growth opportunities.
- **Cross-Functional Collaboration:**
 - Collaborated closely with cross-functional teams, including marketing, product development, and customer service, to deliver comprehensive solutions that met clients' needs.
 - Facilitated seamless communication between teams to ensure consistent and high-quality service delivery.
- **Client Satisfaction and Business Expansion:**
 - Monitored client satisfaction through regular feedback loops and performance metrics, identifying areas for improvement.
 - Proactively identified opportunities for upselling and expanding our services, resulting in increased client engagement and revenue growth.
- **Metrics and Reporting:**
 - Tracked and reported on key performance metrics, providing insights into client success and areas for optimization.
 - Highlighted successes in client engagements and developed action plans to address any areas needing improvement.

This role required strong interpersonal skills, strategic thinking, and the ability to work collaboratively across departments. My efforts in building strong client relationships and delivering strategic solutions significantly contributed to the overall growth and success of the business.

Account Executive - Outbound

Motive-Islamabad

May 2021 to March 2022

- Executed high-volume cold calling and outbound prospecting, consistently achieving top rankings in call metrics and lead generation.
- Managed full-cycle sales processes, from initial contact to closing deals, successfully converting a small number of qualified prospects into loyal customers.

- Conducted in-depth needs analysis through surveys, gaining insights into prospects' pain points and business challenges, enabling tailored solutions that align with their goals.
- Delivered compelling software demonstrations to prospective fleet managers and drivers, showcasing the value and benefits of Motive's products.
- Educated and onboarded new clients, providing comprehensive training and support to ensure seamless integration and optimal use of Motive's solutions.
- Maintained a robust pipeline of qualified leads, utilizing CRM tools to track interactions, forecast revenue accurately, and prioritize follow-ups.
- Exceeded daily KPIs and monthly sales quotas, demonstrating a strong work ethic, adaptability, and a results-driven mindset.
- Collaborated with cross-functional teams, including marketing and product development, to enhance customer engagement strategies and improve product offerings.

Senior Team lead

Marsbpo-Islamabad

January 2021 to May 2021

i am working as a team lead in Mars bpo. Basically it is a US based outboud campaign of Final expense life insurance programme. I am taking care of the team, making sure they are working upto the mark and generating most amount of sales for the company

Customer Support Executive

Tribe Consulting-islamabad

March 2020 to January 2021

we were working for a US based Inbound campaign for Papa jones pizza order taking line. We were making sure to give the best specials to the customers and making sure that they get what they ordered.

Senior Sales expert

A2z Soft-Islamabad

January 2019 to February 2020

I was working as a senior sales expert for a UK based tech giant order directly. It was a B2B sales job in which we were talking with the prospects and convincing them to take our services. It was basically a No commission food ordering system . It was food industry related work and i was convincing the restaurant owners.

Education

Bachelor's in Business Administration

Lums - Lahore

Present

Skills

- communication
- leadership
- problem solving

- CRM controlling
- Team worker