



Zaheer Ul Hasan

Business Development Manager

Profile

Result-oriented Business Development Manager with a proven track record of driving revenue growth and expanding market presence. Adept at identifying new business opportunities, fostering strategic partnerships, and leading high-performing teams. Strong analytical skills coupled with excellent communication and negotiation abilities. Demonstrated expertise in market research, sales strategy development, and client relationship management. Committed to achieving and exceeding targets while maintaining a customer-centric approach. Seeking to leverage my experience to drive business success and contribute to organizational growth.

Contact

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Lahore

Education

2015 -2017

Master of Commerce (M.Com)
University of Agriculture

IT Skills

Microsoft Office
Basic knowledge of SMM, SEO

Skills

Communication
Sales
Branding
Relationship Management
Marketing Strategies
Market Research
Team Player and Leader
Result Oriented

Experience

(2018 -2024)

Co-Founder, Business Development Manager
New Rohtak Hasar Logistics

Started my business to provide services of transportation in a very competitive environment. As Manager for Business Development I strategically identified and pursued growth opportunities, driving revenue and expanding market presence. I fostered key partnerships, led the sales team, and executed data-driven sales strategies. My role involved analyzing market trends, negotiating complex deals, and ensuring exceptional customer satisfaction that contributed significantly to the company's success and growth.

(2016 - 2018)

Relationship Manager
Faysal Bank Limited

As a Relationship Manager at Faysal Bank Limited, I managed and nurtured a diverse portfolio of high-value clients. With a focus on providing tailored financial solutions, I built and maintained strong, trust-based relationships. My responsibilities included assessing clients' financial needs, Account opening, offering personalized banking services, and cross-selling. I consistently met and exceeded sales targets while upholding the bank's reputation for exceptional customer service. My dedication to client satisfaction and ability to drive revenue growth made a significant contribution.

(2013 - 2016)

Business Development Officer
Soneri Bank Limited

As Business Development Officer at Soneri Bank Limited, I played a pivotal role in driving business growth and expanding our client base. Actively identified and pursued new business opportunities, cultivating valuable relationships with corporate clients and individual customers. Consistently met and exceeded sales targets, contributing to the bank's profitability and market presence. My ability to adapt to changing market dynamics and my commitment to delivering top-notch financial services were instrumental in achieving sustainable business development objectives.