

USMAN NASEER AHMED

Sales Executive

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SUMMARY

Sales and Marketing Experience and accomplished sales and admin office professional with over 7+ years of demonstrated success and passionate individual who loves to explore challenging work setting and to develop new skills. Possesses a positive character, enthusiastic, dynamic, and trustworthy. Proven track record of delivering results. I possess excellent organizational skills, attention to detail, and the ability to multitask in a fast-paced environment and a genuine passion for optimizing workflow processes. Currently searching an outstanding opportunity to further enhance my professional growth within a stable environment, while actively contributing to the success of the organization.

EXPERIENCE

Travel Agent

Falak Travel And Tourism LLC

10/2025 - Present Dubai, United Arab Emirates

- Assisted clients in planning domestic and international travel arrangements, including flights, hotels, and tour packages
- Handled flight bookings, cancellations, reissues, and fare calculations using reservation systems
- Managed customer inquiries through phone, email, and WhatsApp, ensuring excellent customer service
- Promoted travel packages and special offers to increase sales and client satisfaction

Sales Agent

Allianz Marketing Management

02/2023 - 09/2025 Dubai, UAE

- Specialized in converting challenging leads into valuable investors or clients experienced in operating and managing accounts on MT5 and CFD platforms
- Responds promptly to client inquiries, identifies new business opportunities within the existing client base, and delivers exceptional customer service
- Expert in the art of cold calling, adept at not only initiating contact but also educating and raising client awareness within the market
- Showcased expertise in closing sales deals, with a strong track record of securing impactful First Time Deposits

Sales And Marketing Assistant

Fresh Deals supermarket

08/2016 - 02/2022 Marina Dubai, UAE

- Drove a 15% year-over-year sales increase by understanding customer needs and delivering customized product solutions
- Coordinated promotional activities and in-store displays to boost brand awareness and sales performance
- Operated cash registers with proficiency during high-volume shopping times, reducing customer queues
- Plan and execute marketing campaigns, promotions, and events
- Exhibited strong communication skills in coordinating with clients and cross-functional teams

Customer Care Agent

Ufone Network

04/2009 - 07/2013 Karachi, Pakistan

- Managed, troubleshoot and solved customer issues with 98% on first call resolution
- Guaranteed positive customer experiences by efficiently resolving customer concerns and complaints
- Achieved 98% first call resolution rate by managing and resolving over [100] customer issues monthly at Ufone Network

Salesman and Cashier

Insaf Pharmacy

06/2005 - 08/2009 Karachi, Pakistan

- Reduced purchasing cost by 15% through evaluating and implementing 3 alternative supplier options
- Developed successful client partnerships through outstanding levels of service, promoting brand trust and customer satisfaction
- Greet customers, answer questions about products, and help them locate items
- Help with stocking, organizing, and maintaining a clean and tidy sales area

CERTIFICATION

UAE driving license

📅 06/2018 - Present 📍 Dubai, United Arab Emirates

Valid UAE driving license

- Holding a valid driving license issued by RTA Dubai
- Driving 7+ years with clean record
- Great knowledge about Dubai road and RTA rules regulation

SKILLS

Great time management

Proficient in Microsoft

Team leader

Always strives to improve and grow

Work under pressure

Cold Calling

EDUCATION

Science

M.H Grammar primary & Secondary school

📅 03/2001 - 05/2008 📍 Karachi, Pakistan

Intermediate in science

Formen College Nazimabad

📅 08/2009 - 05/2011 📍 Karachi, Pakistan

Mechanical Engineer

GCT Technical college and university

📅 05/2012 - 07/2015 📍 Karachi, Pakistan

LANGUAGES

English

Proficient



Urdu

Native



Hindi

Proficient

