

# SYED HAMZA HASAN

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Address: House # 405 Block 9 Federal B Area, Karachi.



I am a dedicated and hardworking individual, enjoying to work in a professional environment with the objective to prosper in the organization by delivering extra efforts. To add value in an organization with the help of my education and experience and to develop my marketing and sales career by learning in a professional dynamic environment.

## Professional Summary

### 1. Kansai Group Corporation (2 years...)

Duration: July 2016 - Present  
Designation: Sales Executive

- To introduce new leads to the business.
- To answer the queries of the incoming customers and route to the specific sales team.
- Worked in international markets (specifically Africa) dealing with the clients through Live Chat, Emails, Facebook or other social media channels.
- Responsible to draft and send Bulk Emails to the clients.
- Promotion to the pre-owned stock on Facebook and Instagram.
- Arrangement of the demanded cars from the auction and to provide quotation with fair calculations.

### 2. Car Junction – Used car exporters (1 year)

Duration: July 2015 – July 2016  
Designation: Sales Executive

#### Responsibilities:

- Promoting and marketing used cars.
- Opening new markets
- Selling and Marketing cars
- Monitoring and analyzing market trends
- Studying competitors products and services
- Exploring ways of improving existing products and services, and increasing profitability
- Identifying target markets and developing strategies to communicate with them

### 3. SBT JAPAN – Karachi Office

Duration: July 2011 –June 2015  
Designation: Senior Manager Marketing

#### Responsibilities:

- Resolve queries coming on Live chat.
- Provide responses to the marketing emails and facebook inquiries.
- Introduce new clients to the company by interacting to the customer and convince to purchase.
- Approaching to the new customers via different channels.
- Promotion of stock cars and projection of the stock to the new clients (internationally).

## Academic Summary

<b>Qualification</b>	<b>Examining Body</b>	<b>Year</b>
○ Graduation	University of Karachi	2008
○ Intermediate	Board of Intermediate Education, Karachi	2006
○ Matriculation	White House Grammar School	2004

## Communication and Interpersonal Skills

- Outstanding command over verbal and non-verbal communicative & interpersonal skills.
- Strong organizational, managerial, problem solving, interpersonal and negotiation skills.
- Confidently able to work independently or in a team to deal effectively with educators & employees.
- Flair to organize & prioritize tasks to meet deadlines.
- Ability to manage multiple projects with minimal supervision.
- Have a good level command over English and Urdu Languages.

## Certification/ Additional Skills

- **MS Office** (All versions, esp. MS Word, MS Power Point and MS Excel)
- **MS Excel** (MS Formulae, Reports Automation, Graphs, Presentations w.r.t. Analysis)

### **Personal Information:**

**Fathers Name** : Syed Hamid Hassan (Late)  
**Date of Birth** : 23 August 1989  
**Nationality** : Pakistani  
**Marital Status** : Single