



Khurram.arham02@gmail
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Dubai, U.A.E 00971



Pakistani



Light Vehicle

EDUCATION

Bachelor of Arts:
Bachelors of Arts
Sindh University,
Hyderabad Sindh,
Pakistan, June 2002

Matriculation: Science
**Model School University
of Sindh Pakistan,**
Hyderabad Sindh, May
2001

KHURRAM MUGHAL

PROFESSIONAL SUMMARY

Results-focused individual prioritising customer satisfaction. Excellent sales ability and communication skills. Proactive, opportunistic worker, driven to continuously exceed sales targets. Outside sales specialist with strength in negotiations, e-commerce and customer service. Excellent interpersonal and time management skills.

WORK HISTORY

November 2022 - Current

Finterek Marketing, ENBD - Marketing Specialist

- Credit card & Personal Loan
- Job Responsibilities:
- Analyzing customer's requirements and presenting solutions appropriately to make a sale
- Acting as a contact between a company and potential markets
- Negotiating the terms of an agreement and closing sales
- Maximised brand awareness through targeted marketing strategies.
- Opened customer accounts and provided smooth onboarding services.
- Investigated customer queries to provide timely financial solutions.
- Built customer bases through cold calling and referral conversions.

October 2020 - August 2022

Al Burkan Machinery & heavy Equipments L.L.C - Marketing Executive, Dubai, U.A.E

- Defined and tracked campaign effectiveness, adjusting strategies accordingly.
- Conducted market research to identify key customer segments and target audiences.

- Monitored market trends to remain ahead of competitors, consistently meeting client demands.
- Managed marketing budgets with data and results-driven decision making.

July 2016 - January 2020

Modern Field Equipments L.L.C - Sales and Marketing Executive,
Dubai, UAE

- Fostered positive relationships with customers to enhance loyalty and retention.
- Effectively handled daily customer meetings, sales calls and account management tasks, improving sales team efficiency.
- Built focused new client networks, growing business opportunities and increasing revenue possibilities.
- Increased revenue growth from existing customers through targeted account management and development.
- Created engaging marketing materials, driving campaign and brand awareness.
- Conducted market research to identify key customer segments and target audiences.
- Drove improvement across all platforms by refining strategies to reflect latest trends and industry changes.

May 2013 - May 2016

Emirates Islamic Bank - Sales & Service Officer

- To provide Emirates Islamic bank customers financial services which exceed the customer's expectations by delivering an unbiased, competent, and timely and problem free service
- Profile each and every customer met to understand their needs
- Provide constructive and constant feedback on improvement of: products, services, processes which may either reduce cycle time or costs or enhance customer satisfaction.

April 2011 - March 2013

Dubai First UAE - Sales Officer

- Analyzing customer's requirements and presenting solutions appropriately to make a sale
- Acting as a contact between a company and potential markets
- Negotiating the terms of an agreement and closing sales

January 2008 - January 2010

Citibank Pakistan - Sales officer

- Doing field Activities and Called Calls
- Visiting the companies and approaching their employees
- Maintain Company Listing

- Meeting & Convincing Clients Daily
 - Generating leads by telephone conversation and personal sourcing
 - Selling Personal loan non salary transfer
 - Achieving monthly and daily targets.
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SKILLS

- Strong time management
- Direct marketing campaigns
- Organised and efficient
- Service promotions
- Lead development
- Territory management
- Salesforce
- Account management