

Muhammad Umar Farooq

House # 155 – Main Boulevard Khyaban-e-Sultan Housing Scheme Near DHQ Bhakkar, Punjab, Pakistan;
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EXPERIENCE

Zameen.com

Associate Project Sales – Lahore

Feb 2022 – July 2022

- Responsible for selling project property units, paying client visitations, giving demonstrations, carrying out site visits, and closing deals in capacity of Brand Ambassador for Zameen.com
- Daily operations supervision for smooth sales operations while maintaining liaison with HO team
- Negotiating & closing of complexed deals while building alignment amongst the stakeholders.
- Defining, implementing, and innovating sales strategies keeping company affiliate network SOP, policies & procedures as a priority.
- Effective financial management through sales forecasting
- Providing excellent customer services to existing affiliates & develop new business opportunities for onboarding of new affiliates.
- Organizing affiliate network business events & seminars to cultivate harmony among the sales team and our affiliate network, which can further facilitate business growth.
- Coordinating with various departments to address affiliate needs in accurate and timely manner.

Bhakkar Network

Anchor Person – Bhakkar

Aug 2019 – Jan 2022

- Worked with a Web-TV network.
- Content writing, broadcasting transmission throughout the day and interviewing guests.
- Maintaining PR with celebrities, local government authorities and general public.
- Work closely with reporters for their mentoring related to media.
- Follow current affair events and present news stories to audiences in an informative, interesting and unbiased way

Maqbool Solutions (Software House)

Sales Officer – Bhakkar

Jun 2018 – Jul 2019

- Conducting market research to identify selling possibilities and evaluate customer needs related to IT/software solutions.
- Actively seeking out new sales opportunities through cold calling, networking and social media
- Setting up meetings with potential clients and listening to their wishes, concerns and providing them appropriate solutions accordingly.

LEADERSHIP EXPERIENCE

- Organized a high-end event related to assigned high rise project and led the team in it's end to end deals.
- Led team of Bhakkar Network and mentor them according to the requirement of media industry.

INTERESTS

Travel, Sports, and Socializing

EDUCATION

University of Sargodha
BS (IT)

2014-2018