

KHALID HUSSAIN MIRANI

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D.O.B: 05-03-1990



Career Objective

Desire to work and grow in the field of corporate business sector, seeking a career oriented position with practical experience and expertise in handling various Business operations to achieve professional excellence with the best utilization of my knowledge and skills, thereby contributing my best towards the well-known organization.

Experience

Worked as Safety Warden officer, in Shell Pakistan Ltd.

- Sept-2022 To August-2024



2 Years Worked as Territory Manager in Helix Pharma

- Sales and Marketing of Pharmaceutical Products



1-2018 -To- 3-2020 Officer Credit & Marketing

ORIX LEASING PAKISTAN LIMITED

- Review leasing requests
- Assess clients' financial status
- Evaluate creditworthiness and risks
- Contact clients to gather financial data and documentation
- Analyze risks and approve or reject leasing requests
- Set up payment plans
- Follow up with clients about repayments
- Monitor progress of existing leases



2017 Sales Executive

SILK BANK HYDERABAD

- Customers dealing & Marketing



Internship

UNITED BANK LIMITED HEAD OFFICE KARACHI

- Learning about working environment of banking in HR department



2012 To 2015 Sales Representative

STATE LIFE INSURANCE CORPORATION OF PAKISTAN

- Seek out new clients and develop clientele by networking to find new customers and generate lists of prospective clients
- Explain features, advantages and disadvantages of various policies to promote sale of insurance plans
- Develop marketing strategies to compete with other individuals or companies who sell insurance



Education

| Year | Institution | Qualification |
|-----------|------------------------------|--------------------------------------|
| 2020-2021 | University of Sindh Jamshoro | M.B.A in (HRM) |
| 2008-2011 | University of Sindh Jamshoro | B.S (Hon's) Graduation (2.91/4) CGPA |
| 2006-2007 | BISE Larkana | (H.S.C) Intermediate |
| 2004-2005 | BISE Larkana | (S.S.C) Matriculation |

Skills and Achievements

- Marketing & Good in Customer Dealing
- Proficient in MS Office and its Tools
- Excellent in Computer Usage and Knowledge
- Highly motivated and eager to learn new things
- Ability in training large groups of people
- Interpersonal and Professional Skills
- Strong training and presentation skills
- Efficient and effective project management skills
- Strong motivational and leadership skills
- Ability to produce best results in pressure situation
- Excellent written and verbal communication skills
- Confident, articulate, and professional speaking abilities and experience
- Empathic listener and persuasive speaker
- Speaking in public, to groups, or via electronic media
- Excellent presentation and negotiation skills
- Ability to work as individual as well as in group

Other Course

Diploma in Computer Science and Business Management form (SZABIST-Jstc) Hyderabad, January 2010- To – December 2010

Certificates

- ❖ Certificate of Training about **Anti Money Laundering (AML)** at Orix Head Office Karachi.

Communication Skills

- **English**
 - ✓ Proficient in English can **READ – WRITE-and– SPEAK**, fluently.
- **Urdu**
- **Sindhi**