

MOIZ EJAZ KHAN

Digital Marketing, Sales & Business Development

Phone +971 50 827 8616

E-mail mails2moiz@gmail.com

LinkedIn [linkedin.com/in/moiz-ejaz](https://www.linkedin.com/in/moiz-ejaz)



Versatile Professional with a Decade of Expertise in Sales, Digital Marketing, and Business Development. Proven track record of driving revenue growth, optimizing marketing strategies, and strategic partnerships. A results-oriented leader who combines sales acumen with digital innovation to consistently deliver exceptional outcomes."

Work History

2020-10 **Director – Sales & Operations**

Current (**Business Marketing Hover**, Recruitment & Marketing Agency, UAE)

As Director of Sales, manages and oversees the sales operations in an organization. Include costing and designing plans to meet sales targets, developing and educating relationships with clients.

Sales Leadership:

- Develop and execute comprehensive **Recruitment Agents** sales strategies to achieve revenue targets.
- Lead, mentor, and manage the sales team, setting performance goals and KPIs.
- Analyze **Call Center Agents** sales performance data and drive process improvements.

Operational Excellence:

- Create and implement operational strategies for efficiency and service quality.
- Ensure adherence to industry standards and client expectations.

2018-08 **Senior Sales Manager**

2020-09 (Etisalat Telecommunication, **MWH General Trading -CP, Dubai, UAE**)

As Senior Sales Manager, generating new business. Also, will be responsible for driving strategic, enterprisewide initiatives within the Enterprise and consumer segment. Forecast sales activity and revenue achievement, while creating satisfied and reference able/ new customers.

Additional responsibilities include the following:

- Build and lead project teams, providing clear roles and responsibilities through all phases of the project lifecycle.
- Qualifying customers' requirements and effectively articulating Telecom ability to meet these requirements.
- Full responsibility on the sales cycle. From working and/ creating a lead to close it
- Assess the strengths and weaknesses of the sales team and manage the sales program accordingly.
- Managed budgeting process and profit and loss records for performing business and financial analyses.

2017-06

Project Manager/Senior Sales Manager

2018-06

(Etisalat Telecommunication, **Mustang Link Group-CP, Dubai, UAE**)

As a Senior Sales Manager I ensure that team goals, roles, protocols, and business/sales development and relationships are consistent with high- performance requirements and congruent with the company's strategy.

- Maintain sales volume, product mix and selling price by keeping current with supply and demand, changing trends, economic indicators and competitors
- Identify, develop and drive execution of key risks and issues including contingency plans to maintain a high level of customer service while minimizing financial risks.
- Review management practices regularly, (This includes management, salesperformance, coordination of the project schedules, and monitoring action items/risks/issues to closure).
- Works with internal departments (Client Solutions, Sales Strategy Marketing, Sales Promotions, etc.) to ensure campaigns are executed properly.

Head Of Sales & Project

2016-01

(ETISALAT Telecommunication, **MBM GROUP OF COMPANIES-CP, Dubai, UAE**)

2017-06

Established a successful Telecom Service Business from the ground up, strategically and innovatively growing the business and implementing policies and programs to increase company profits and Set short- and long-term sale strategies and evaluate effectiveness of current sales programs

- Implement national sales programs by developing field sales action plans.
- Maintained efficient team structures and evaluated performance based onanalytics.
- Formulated and managed a detailed business plan consisting of performance goals, sales results, retention and client and staff satisfaction.
- Managed budgeting process and profit and loss records for performing business and financial analyses.
- Manage project milestones and deliverables and provide initiative updates and status reporting.
- Assess the strengths and weaknesses of the sales team and manage the sales program accordingly.
- Increased operational efficiency by developing improved filing systems for confidential client records and reports.

2013-01
2015-01

Business Development Manager

Etisalat Telecommunication, **THE MARKETING QUOTIENT - CP, Dubai**

(Achievement) 'Best Sales Supervisor Award by Etisalat Director'

- Developed and promoted successful company sales and account management personnel into leadership positions to drive company growth.
- Develop, maintain and execute a territory plan as per the Product Mix
- Make Enterprises deals and offer better packages according to their needs and maintain good relations with current clients
- Focuses sales efforts by studying existing and potential volume of dealers
- Meets sales budget objectives by estimating requirements; preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions.
- Created reports and presentations detailing business development activities.
- Supervised team of 30 Business Development Executives & Van Sales Staff activities.

Assistant Call Center Manager

MEK INTERNATIONAL®, Lahore, Pakistan

2010-08
2012

- Increased sales through **Cold Calling** to new and existing clients.
- Ensure high level of customer service satisfaction & good client relationships.
- Assisted sales team with completing customer transactions and managing issues.
- Established and oversaw performance targets for call center associates.
- Managed quality programs to reduce overdue compliance activities.

Hotel Manager

Diamond Hotel (MEK INTERNATIONAL®), Murree, Pakistan

2010-08
2012-10

- Increased hotel revenue, profits and market share through Business Development Strategies.
- Preparing Proposals, submitting quotations to clients.
- Ensure high level of customer service satisfaction & good client relationships.
- Booked large groups for weddings, seminars, conferences and other events, providing best available room rates.
- Supervised team of front desk agents and helped to resolve issues arising during shifts.

2009-05
2009-08

Customer Service Representative

Telenor Telecommunication, Lahore, Pakistan

- Worked on Telenor helpline.
- Guide the customer's for Sims activation.
- Activate the customers Sims and achieve the upselling targets.
- Educated customers on promotions to enhance sales.
- Answered customer telephone calls promptly and in appropriate manner.

SUPERVISOR CUSTOMER SERVICES

2008-05
2009-08

Warid Telecommunication - DAR Telecom, Lahore

- Prepare progress reports of TSR "s
- Maintain records of sales
- Dealing with walk in client



Education

2008-01 -
2010-01

MBA: Marketing & Human Resource

Superior University

- Member of Student Organization Management

2005-01 -
2007-01

Bachelor of Arts: Accounting And Computer Science

Superior College

2001-01 -
2003-01

Associate of Arts: Accounting

Punjab College of Commerce



Certification:

Digital Marketing

Virtual University (Ministry of Information Technology & Telecom, Pakistan)



Skills

Digital & Social Media Marketing



Website Development (Word Press)



Business Development and Planning



Strategic Planning



Direct Sales



Operations Management



Key Account Management



Staffing, Staff Training & Development



Budgeting & Forecasting



Customer Relationship Management

