

Ali N. - Né
93300 Paris
7 ans d'expérience
Réf : 241114180004

Assistant sales manager & coo

Ma recherche

Je recherche tout type de contrat, dans toute la France, dans le Batiment.

Formations

06/2024 : Bac +5 à ESC Business School Clermont Ferrand France
Masters in Management (MIM) Digital Marketing & Communication

06/2022 : Bac +5 à Marketing
Bachelor in Business Administration (BBA)

/ : Bac +5 à SZABIST Business school, Islamabad Pakistan sur Islamabad

Expériences professionnelles

09/2023 - 08/2024 :

Assistant Sales Manager & COO chez Edda-invest To Create

Utilized web scraping tools & techniques to research potential clients & identify high-quality leads

Utilized LinkedIn Sales Navigator & Apollo to scrape data .

Created & managed numerous contacts on Hub-Spot, ensuring accurate & up-to-date client information.

Established & maintained a database of companies on Hub-Spot.

Developed effective sales email templates, resulting in increased response rates & lead generation

Conducted A/B testing to compare different emails approaches & optimize emails accordingly.

Personalized/Follow-up emails based on the lead's interests, preferences, or previous interactions

Identifying client needs, understanding pain points, & presenting tailored solutions to drive customer satisfaction and retention.

Tracked the performance of email campaigns using metrics like open rates, click-through rates, and conversion.

Conducted comprehensive research & analysis to create buyer personas, helping to personalize sales and marketing efforts for better engagement and conversion

Conducted thorough competitor analysis using SWOT frame-work

Operations:

Overseeing the management of demo accounts.

Setting up & maintaining accounts for potential clients to showcase the platforms.

Tracking and analyzing demo account usage.

Assisted the Chief Operating Officer in managing daily operations and strategic initiatives.

09/2019 - 07/2022 :

Sales & Marketing Manager chez Karakoram Enterprises

Successfully executed sales & marketing strategies to promote properties for sale and rent.

Generated leads and maintained a strong pipeline through prospecting, networking, and online marketing channels.

Conducted market research & analysis to identify potential customers & competitors, allowing for targeted marketing efforts.

Effectively communicated property features, benefits, & pricing to potential buyers and renters.
Collaborated with the sales team to develop customized sales pitches & materials, ensuring a consistent & compelling message to potential clients.
Utilized Hub-Spot CRM software to track and manage sales activities, maintain customer records.
Implemented digital marketing strategies, including social media campaigns, website optimization.
Built & maintained strong relationships with clients, real estate agents, & brokers to explore collaboration opportunities & expand the client base during Events & Expos.
Developed & delivered compelling presentations & property tours to prospective buyers & renters.
Established & upheld a professional and approachable image in one to one meeting with clients.

09/2017 - 08/2019 :

Assistant Marketing Manager chez Karakoram Enterprises

Conducted market research to identify target audiences & devise targeted marketing campaigns.
Assisted in organizing & executing property showcasing events, open houses, & trade shows to maximize property exposure & attract potential clients.
Collaborated with the sales team to develop promotional materials such as brochures, flyers.
Worked closely with external agencies & vendors for design, printing & ads development.
Kept abreast of industry trends & competitor activities to suggest innovative marketing ideas.
Created engaging content for the company's website, blog posts, & social media platforms as Zameen.com.
Develop & implement the daily clients visit program.

07/2016 - 08/2017 :

chez Karakoram Enterprises

Responded to client inquiries, addressing their concerns & providing accurate information
Arranging appointment for the residents & Contract updates.
Manage the site office and KDE building service center, respond to residents' comments and complaints.
Conducted routine inspections to identify any maintenance issues and promptly resolved them.
Coordinated with external contractors and vendors to schedule necessary repairs and maintenance

Langues

Anglais (Oral : courant / Ecrit : intermédiaire), Français (Oral : moyen / Ecrit : débutant), Hindi (Oral : courant / Ecrit : intermédiaire), Ourdou (Oral : maternelle / Ecrit : expérimenté)

Atouts et compétences

marketing campaigns, blog posts, brochures, flyers, Business Administration, sales and marketing, Sales & Marketing, competitor analysis, potential clients, CRM, client relationships, CRM software, Customer Relationship, customer satisfaction, Presentation Skills, presentations, Digital Marketing, online marketing, retention, trade shows, lead generation, prospecting, innovative, social media campaigns, maintenance, repairs, market research, using metrics, negotiation skills, printing, sales targets, promotional materials, real estate, revenue growth, SWOT, Sales, sales activities, social media platforms, strategic partnerships, pricing, Technical Skills, cultivating, Time Management, personas

Centres d'intérêts

Books Reading, Gym/Fitness