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ARSHOVB SHAHID

ACCOUNT EXECUTIVE



Karachi, Pakistan



+92 3328833505



arshoveb@gmail.com

EDUCATION

CHARTERED ACCOUNTANCY

Institute of Chartered
Accountants of Pakistan / Karachi

2018 - Present

PRE-ENGINEERING

Nabi Bagh Zm Inter Science
College / Karachi

2014 - 2016

MATRICULATION

St. Anthony's High School / Sialkot

2008 - 2010

International Sales Specialist with over 6 plus years of experience in the telemarketing industry seeking a position with a growing organization in which to utilize my skills and expand my knowledge.

WORK EXPERIENCE

Motive - Formerly KeepTruckin

May 2022 - Present
Karachi

ACCOUNT EXECUTIVE

- High volume cold calling, prospecting new business and making outbound calls.
- Demo KeepTruckin software to prospective fleet managers and drivers.
- Survey prospects to understand pain points within their business so that you can align those business needs with the KeepTruckin solution.
- Educate fleet managers and drivers about KeepTruckin, understand their requirements, and help them get started with KeepTruckin.
- Maintain a consistent pipeline of qualified prospects and provide accurate forecasts for revenue.
- Achieve daily KPIs and monthly quota.

NN TECHNOLOGIES

Jul 2020 - May 2022
Karachi

BUSINESS DEVELOPMENT SPECIALIST

- Make outbound calls to Apparel/Fabric industries all over the world.
- Assist more than 50 clients every day via demos & calls.
- Review the customer's journey, identify how it's supported, taking a consultative approach in helping clients overcome issues and achieve goals.

SKILLS

Customer Support

Cold Calling Expert

Upselling/ Cross-selling

B2B & B2C calling Expertise

Active Listening

Good communication - written and oral

LINKS

LinkedIn:

<https://www.linkedin.com/in/arshoveb-shahid-5299b7122/>

LANGUAGES

English

Urdu

Punjabi

HOBBIES

- Hiking
- Forex Trading
- Traveling

S&N TELECOMMUNICATIONS

Sep 2019 - Jun 2020
Rawalpindi

TOUCHSTONE COMMUNICATIONS

Sep 2017 - Jun 2019
Islamabad

AMIGOS BPO

Dec 2016 - Aug 2017
Rawalpindi

SHELBY BPO

Jun 2015 - Dec 2016
Rawalpindi

- Offering clients an upgrade or premium version of the product also includes offering add-ons to increase the functionality of the product.
- The goal is to increase the total sale and to introduce customers to options that might better suit their needs.

● TRAINER & SENIOR CLOSER

- Responsible for training new customer service employees and supporting experienced employees to improve their performance.

● SENIOR SALES EXECUTIVE

- Make outbound calls in the US region, 400 plus calls a day.
- Working as a Mortgage Consultant.
- Handling customer concerns and helping to get them lower mortgage refinancing.

● INTERNATIONAL SALES EXECUTIVE

- Make outbound calls in the US to provide different kinds of insurance services.
- Communication with customers to verify required information and do live transfers.

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