

MOHAMMAD HASNAIN

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To secure a position leading to management with a progressive organization

Experience

☞ **TechTrade Services (February 2021 - July 2022)**

Working as Senior Trade Analyst / Financial Advisor

Responsibility of work

- Responsible for Sales team & their efforts.
- Doing Analysis on Forex market on different pairs
- Search for Good Trading opportunity on Daily basis
- Provide Trading signals to team members & personal clients
- Give training to new staff about advance Forex market
- Maintaining relationship with the potential clients

☞ **HR Marketing and Associates (April 2016 - September 2020)**

Working as a Marketing and Sales Manager

Responsibility of work

- Responsible for researching and developing marketing opportunities
- Oversees all marketing activity and ensuring it fits the marketing strategy
- Analyzing budgets, preparing annual budget plan, and ensuring sales team meets their goal
- Implementing new sales plan and advertisements
- Recruiting, Training and managing marketing and sales team to meet the objective
- Maintaining relationship with the potential clients by making regular visits and understanding their needs
- Negotiating terms and agreement and closing sales
- Achieve assigned sales target with the team in order to contribute the Sales volume
- Staying current in the industry by attending educational opportunities, conference and workshop and maintaining personal and professional networks

☞ **Emirates NBD Bank (Fintrek Marketing) [Dubai - UAE] (April 2015 - Sep 2015)**

Working as a Sales Executive

Responsibility of work

- Relationship Building
- Presenting the product in the structural professional manner face to face and on call
- Listening to the customer requirements and presenting appropriately to close deal
- Maintaining and Developing relations with existing and customers in person & on telephone
- Cold calling to arrange meetings with potential customers to prospect for new business
- Negotiating terms and agreement and closing sales
- Achieve assigned sales target in order to contribute the Sales volume

☞ **Citi Bank Credit Card Sales Department (November 2012 - September 2014)**

Worked as a Sales Executive Officer

Responsibility of work

- Relationship Building
- Listening to the customer requirements and presenting appropriately to sale
- Maintaining and Developing relations with existing and customers in person & on telephone
- Cold calling to arrange meetings with potential customers to prospect for new business
- Negotiating terms and agreement and closing sales
- Cross selling of other products i.e. Loans , Balance Transfer Facility
- Achieve assigned sales target in order to contribute the Sales volume
- Daily reporting Sales Team Leader for sales target and achievement

☞ **Rashwell Company (L.L.C) [Dubai - United Arab Emirates] (September 2008 - November 2010)**

Working as an Assistant Accountant (Oracle Based System)

Responsibility of work

- Handling Petty Cash
- Depositing and Withdrawing of all Cash
- Handling all Cash Voucher/Transactions
- Issuing Payments of daily vouchers
- Issuing Salaries of all the staff
- Handling and Maintaining all the Bank Document's
- Looking all expenses and issuing all payments
- Bank Reconciliation
- Maintaining Balance Sheet
- Accounts Maintaining till Trial Balance and report to Senior Accountant

☞ **Engineering Clearing Services (July 2007 - December 2008)**

Worked in Clearing Forwarding Company as a Senior Office Assistant

Responsibility of work

- Making of G/D (Goods Declaration)
- Data Entry
- Banks Dealing
- Releasing Goods from Port (Documentation)
- Accounts Receivable / Payable

Education :

Graduation	B.Com from Karachi University with Second Division in 2011
Intermediate	HSC. Karachi Board of Intermediate Education in 2008 (S.M Govt. College, Karachi)
Matriculation	SSC. Karachi Board of Secondary Education in 2006 (Fatimiyah Boys School, Karachi)

⚡ **Aviation Courses (Certified)**

- **Passenger Handling** course from **Air Elites Academy** (May 2011)
- **Air Ticketing Course** from **Grace Institute** (Basic, Advance & E-Ticketing)
Have some good command on **AMADEUS & GALILEO**

⚡ **Computer Skills (Certified)**

I can use computer with perfection and have excellent knowledge about software, hardware, troubleshooting, installation, internet & networking

- Have done **MS Office** course (MS Office, Excel & Power Point) from Behbud Association
- I can assemble **Computer Hardware** (Windows Installation, Partition Making, Troubleshooting) with perfection and certified from FCCS
- Have done **Web Designing** course (Adobe Photoshop, Image Ready, Macromedia Dreamweaver, Swish) and certified from FCCS
- Professional Designing course from **Arena Multimedia** (Adobe Photoshop, Illustrator, Corel Draw)
- Having Good Typing Speed i.e. 40 W.P.M

⚡ **Language Skills**

Urdu, English, Arabic, German(Basic)

Personal

- **Father Name** : **Raza Ali**
- **Nationality** : **Pakistani**
- **Date of Birth** : **20th October 1989**
- **Marital Status** : **Married**
- **Driving License** : **Valid U.A.E Driving License**