

EXECUTIVE SUMMARY

- Current role of managing province-wide credit card promotions, leading over 15 people as a Sales Team Manager
- One year of restaurant management experience in a fast-paced customer-driven environment
- Six years of exceptional public speaking experience in various debating clubs/societies (with remarkable achievements and demonstrated leadership in teams); bilingual English/Hindi
- Graduate of the Applied Accounting Certificate program at Red River College as an honour roll student
- Extremely passionate, goal-oriented, driven, confident, and cooperative individual
- Proficient in Microsoft Excel, Word, PowerPoint, ACCPAC, Outlook with expert internet skills

WORK EXPERIENCE

Sales Team Manager

JW Research (Credit Card Sales), Burlington, Ontario

May 2014 – Present

- Started as a team lead, was promoted to Assistant Manager, and finally as a Sales Team Manager within four months due to excellent numbers-based performance and ability to lead/manage
- Led a team of three managers and over 25 reps all across the province, delivering high sales metrics in conjunction with building rapport with customers and clients
- Excelled in meeting targets, coaching, leadership, admin work, and most importantly driving the team's motivation and positivity (managing turnover likewise)
- Was responsible for hiring, dismissals, reporting/dealing with clients, organizing all sorts of paperwork/inventory, coaching managers/reps, leading conference calls and meetings
- Maintained accountability and quality of work with audits/mystery shops and continual coaching

Market Research Interviewer

Call Centre (NRG Research Group), Winnipeg, Manitoba

March 2014 – June 2014

- Scored highly on per-hour targets, quality of work, and maintained an exceptional productivity rate on outbound calls for survey purposes.
- The job included data entry (during calls) which required strong multitasking and concentrated efforts

Manager

Popeyes Louisiana, Oakville, Ontario

August 2012 – August 2013

- Started as a cook/cashier, promoted to manager within two months due to hard work, sense of responsibility, leadership, and exceptional customer service-including superb communication skills
- Took charge during rush hours and delegated various duties to cooks and cashiers
- Maintained an effective communication channel between head office, managers, and staff

- Managed human resources including hiring, training, and promoting staff as well as dismissals
- Played an active part in the organization of the office (organizing reports, budgets, correspondences, etc.) as well as the entire store merchandise

Stock Trader

June 2002 – January 2010

Karachi Stock Exchange, Karachi, Pakistan

- Started stock trading online via the online “AKD Trade Corporations” with the support of my father; recognized as the youngest stock trader in the company
- As an eight-year-old in the business, surprised many people by making more revenue than several experienced professionals in the business
- Invested money in order to buy/sell shares of various companies online after analyzing their real-time market rate changes

EDUCATION

Applied Accounting Certificate
Red River College, Winnipeg, MB

Graduated in April 2014

Accounting Courses taken:

- | | | |
|------------------------|---|------------------------------------|
| ● Financial Accounting | ● Payroll and Benefits | ● Business Communication |
| ● E-Business | ● Accounting Software (ACCPAC, Sage 50) | ● Managerial Accounting |
| ● Business Computing | ● Canadian Business and Financial Mathematics | ● Records Management/Office Skills |

● ***Extra-curricular College activities***

- Class Representative and active member of the Student’s Association
- Two-time Global Mentorship Program participant (Diversity Activities)
- Ally Program (LGBTT Initiative)
- Attended the Directions Business Conference, 2014

High School Diploma

Graduated 2012

The City School, Karachi, Pakistan

- **Extra-curricular activities:**

- **Debate Experience:**

- Vice President of High School Debating Society, training over 500 students
- Winner of several debating/public speaking competitions, as a team leader and as a sole representative of the entire school (on various occasions)

- **Management Experience:**

- Head organizer of three city-wide public speaking events by the Rotary Club
- Chair of the student committee for organizing the High School's farewell function as well as several other events throughout the year

- **Teaching Experience:**

- Tutored high school students in group sessions for advanced science and commerce courses (from April 2010 – July 2012)