

Sheriff Izhar

Experienced Tele Sales Executive, Consultant and Serial Entrepreneur, Visionary Entrepreneur and Investor

sheriff.izhar@gmail.com

Experience

Relationship Manager at IBEX | Global

June 2013 - Present (8 months)

TRG offers services in Pakistan, Philippine, North America and Western Europe, and operates with over 5000 employees in 27 facilities worldwide with US\$200 million in revenues. Services domain are finance functions, software development, data processing, IT helpdesk, marketing and administrative support. My responsibilities includes.

- Manage business relations with Small and Medium Size Business.
- Consultancy to Start-up - Entrepreneur
- Authorized Solution provider for AT&T.
- Cold Calling to Businesses

Generate interest in business customer to Sell AT&T products for their business, including HOME PHONE (Fiber optics), Uverse Internet & Mobility.

Account Manager at Zeppelin Communications - ZEPCOM

January 2011 - June 2013 (2 years 6 months)

Logo Design Hive provides premium quality Logo, Websites and Graphic Design Services to small and medium businesses.

Logo Design Hive subsidiary of ZEPCOM, Providing online branding and website development solution to small and medium size Start up entrepreneurs. Our Focus is to create a cost effective online presence for businesses to market their product in an effective way.

Associate Manager at Zeppelin Communications - ZEPCOM

March 2009 - June 2013 (4 years 4 months)

ZEPCOM is a technology and e-business consulting firm providing cost savings, operational efficiency and improved bottom lines through the consolidation of technology and business insight. Combining unparalleled experience, consistent high quality service and continuous improvement we help our clients to control operating costs and create a more dynamic competitive position in the global market.

- Provide Consultancy to startup entrepreneur.
- Manage comprehensive 15 phase sales process that begins with cold call to concept sell.
- Plan & execute the project within the time line.

- Achieved up to 150% in targets.
- 50 + satisfied clients with a turnover of \$100,000.
- Selected by CEO to lead the team in many projects due to Finance background.
- Custom excel based financial models for clients.
- Identify opportunities for clients to cater their target market.
- Maintaining and managing relationship with overseas Vendors & clients.
- Channel of communication between attorney Generals from different states to incorporate company or register trademark for a Brand.

Tele Sales Representative at Zeppelin communications, LLC

March 2008 - August 2008 (6 months)

- Achieved monthly targets
- Top seller in east coast region (Pennsylvania, Maryland, District Colombia)
- Companies include (Comcast, Dish TV)

Supervisor & Closer at Zeppelin communications, LLC

January 2008 - August 2008 (8 months)

- Expertise involve in client /customer satisfaction.
- Handling queries.
- Managing the floor.
- Maintaining track record of sales.
- Evaluation of TSRs.
- Developing new strategies to be more productive
- Demographic research on state level for products.
- Companies include (Verizon Fios, Verizon, Comcast, Direct Tv)

Courses

Bachelor of Science (BS), Accounting and Finance

PAF Karachi Institute of Economics & Technology

Business Analysis
 Business Strategy
 Marketing Management
 Performance Management
 Advance Office Automation
 Oracle Implementation
 Risk Management
 Business Communication
 Strategic Management

Languages

English

Skills & Expertise

Customer Service

Account Management

Logo Design

Design Consulting

Advance Excel

Microsoft Excel

Website Development

Business Strategy

Business Analysis

E-commerce

Team Leadership

Teamwork

Business Planning

Business Process Improvement

BPO

Social media marketing

Forex trade & trends

Microsoft Office

Advertising

Analysis

Financial Accounting

Time Management

Auditing

Microsoft Word

Market Research

Project Management

Research

Photoshop

Accounting

Social Media

Financial Analysis

Budgets

HTML

Marketing Strategy

Team Management

Corporate Finance

Finance

Financial Modeling

Web Design

Managerial Finance

Financial Reporting

Marketing

Tax

Education

PAF Karachi Institute of Economics & Technology

Bachelor of Science (BS), Accounting and Finance, 2009 - 2012

Grade: CGPA 2.7

Activities and Societies: • President Of the Student Counsel (2011 till Present)

• Member of the Marketing Society for BS Accounting & Finance (2011 till Present)

• Participated in CIMA Global competition

Interests

Management training, New technologies, Website Development, Account Management, Entrepreneurship, BPO

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[Contact Sheriff on LinkedIn](#)