

Contact

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www.linkedin.com/in/zainalifitness
(LinkedIn)
justonehub.com/ (Company)

Top Skills

Business Strategy
Business Development
Business Analysis

Languages

English (Professional Working)
Urdu (Professional Working)
Sindhi (Native or Bilingual)

Certifications

Attended the one day Conflict Management workshop on 9th August, 2014 at Lincoln Corner Karachi.

Participated in the best social activities in the field of Scout Karachi City.

Participated in Science Project dated 8th November, 2010.

English Access Micro Scholarship Program

Honors-Awards

Successful Completion of the U.S Department of State's at United States with Kennedy-Lugar Youth Exchange and Study Program YES 2012-2013.

2nd Position in 3D Art Class, Ceramic Competition, Alomogordo High School, New Mexico, United States.

Publications

A Social Humor

Zain Ali

Director & Chief Operating Officer at Just One Hub
Dallas, Texas, United States

Summary

Accomplished professional with 10+ years of experience in Design Sales, Telecom, Customer Support, and Team Management. Passionate about driving sales and building high-performing teams, I bring a proven record of exceeding targets and cultivating strong customer relationships. Now, with my new venture, Just One Hub, we're set to propel software solutions and development to new heights. We're committed to turning this business into a dream come true. If you're interested in partnerships or projects, DM me—let's create impactful success together. Don't forget to consider Just One Hub for your software-related needs!

Experience

JustOneHub

Director and Chief Operating Officer
August 2024 - Present (2 months)
Dallas, Texas, United States

Octatech Solutions

President
May 2024 - August 2024 (4 months)
Des Plaines, Illinois, United States

EWORLDTRADE

Assistant Vice President
September 2023 - May 2024 (9 months)
Dallas, Texas, United States

eWorldtrade is structured to be one of the most transparent global B2B marketplaces converging millions of potential wholesalers, buyers, and sellers under one hood. We are committed to providing authentic, fast, and innovative trading solutions with all new and smart features making trading even more effective.

Technology Linkers

Head of Sales Department

January 2023 - May 2024 (1 year 5 months)

Karāchi, Sindh, Pakistan

As the Front Sales Manager, I drive success by converting Bark, SEO and PPC generated leads into loyal customers. Armed with a deep understanding of our products and services, I lead the sales process from lead acquisition to closure. I prioritize leads, establish strong connections with prospects, and tailor solutions to meet their needs. Guiding and motivating my team, I collaborate closely with the marketing department to optimize lead generation strategies. With unwavering commitment and strong negotiation skills, I consistently achieve and exceed sales targets, contributing to the company's growth and revenue generation.

Salsoft Technologies (Pvt) Ltd

Business Unit Head

March 2022 - December 2022 (10 months)

Karāchi, Sindh, Pakistan

As a dedicated Front Sales Manager, I have been entrusted with the responsibility of leading and managing a high-performing sales team while driving sales growth for our organization. With a primary focus on capturing clients interested in website design for their businesses, I have successfully cultivated strong client relationships and generated substantial sales revenue. Leveraging my expertise in consultative selling, I have effectively identified client needs, provided tailored solutions, and closed deals. Through strategic sales planning, training, and motivation, I have consistently exceeded targets and fostered a results-driven sales culture within the team. By staying abreast of industry trends and market dynamics, I have been able to position our organization as a trusted partner for website design solutions, resulting in sustained business growth and customer satisfaction.

Innovative Network Pvt Ltd

1 year 1 month

Business Unit Manager

March 2022 - March 2022 (1 month)

Karāchi, Sindh, Pakistan

Senior Front Sales Manager - Business Development

September 2021 - February 2022 (6 months)

Karāchi, Sindh, Pakistan

Front Sales Manager - Business Development

March 2021 - August 2021 (6 months)

Karāchi, Sindh, Pakistan

Raycom Technologies

Sales Manager

January 2021 - February 2021 (2 months)

Karāchi, Sindh, Pakistan

ABTACH LTD

Senior Executive - Business Development

May 2019 - January 2021 (1 year 9 months)

Karachi, Pakistan

As a B2B Sales Representative at eWorldTrade, a leading online B2B platform competing directly with

Alibaba, I played a vital role in driving revenue growth by acquiring sellers and achieving monthly sales

targets. My primary responsibility was to generate sales by promoting and selling membership plans

to sellers worldwide. Through various communication channels such as phone calls, texts, emails,

and WhatsApp, I actively engaged with potential clients, converting leads into sales. My strong sales

skills and persuasive abilities allowed me to effectively communicate the value proposition of our

platform, encouraging sellers to purchase membership plans. Working in a fast-paced, target-driven

environment, I consistently achieved the monthly sales target of \$15,000-\$20,000 USD. With a focus

on lead generation through organic traffic, I played a pivotal role in connecting buyers and sellers,

establishing strong business relationships, and contributing to the growth and success of eWorldTrade.

Xcell Com Pvt Ltd

Business Development Executive

May 2018 - May 2019 (1 year 1 month)

Karachi, Pakistan

Duties:

- Take Inbound Calls.
- Sell Internet, Cable and Phone to clients.
- Knowledge of Telecommunication services.

Company Info: Charter Communications is America's fastest growing TV, internet and voice company. We're committed to integrating the highest quality service with superior entertainment and communications products. Charter is at the intersection of technology and entertainment, facilitating essential communications that connect more than 28 million residential and business customers in 41 states. Our commitment to serving customers and exceeding their expectations is the bedrock of Charter's business strategy and it's the philosophy that guides our 98,000 employees.

Tribe Consulting Pvt Ltd

Customer Service Executive

July 2016 - May 2018 (1 year 11 months)

Sarah-e-Faisal, Karachi, Pakistan

Duties:

- Attend Inbound Calls.
- Purchase cars from the clients by asking system generated questions.
- Convert Inbound Calls in Sales.
- Train new employee and teach them about the campaign.

Company Info: Sellers simply answer a few questions about the vehicle they are looking to sell and are instantly presented with offers and options. To complete the sale, sellers can choose to have Peddle send a carrier to pick up the vehicle at its current location or to bring the vehicle to a specified drop off location.

BreakThru

Customer Service Representative

July 2015 - July 2016 (1 year 1 month)

Karachi, Pakistan

Duties:

- Live Chat Support.
- Convert Lead into Sales.
- Provide Customer Support to client over chat system.

Company Info: Apexchat is the leading provider of live chat. They offer live chat software and chat agents that help online businesses turn valuable advertising clicks into customers. Most important, they let you chat with customers and give them real-time support, so you win twice: satisfying web visitors faster and turning them into a potential client for your business.

CGServed

Creative Content Writer

January 2015 - July 2015 (7 months)

Karachi

Zain Ali writes content for www.cgserved.com on animated short films, behind the scenes, commercials, game trailers, demo reels and other animated videos. He also writes website content and Manage Social Media of his company.

Thespianz Theater

Program Officer

August 2014 - December 2014 (5 months)

Karachi

Duties:

- Manage Social Media Pages and keep them up-to-date.
- Manage theater projects and coordinate with actors.
- Write Content for company's website and keep it up-to-date.
- Handle Logistics.

Home Based tuitions

Private Tutor

August 2013 - May 2014 (10 months)

Home

Zain Ali has given home based tuition classes to high school students. He has done tutoring for One Year.

New Mexico State University

Tutor

December 2012 - December 2012 (1 month)

Alomorgodo, New Mexico

Zain Ali taught a class at NMSU about his country, Pakistan. He taught them about his Native language, Culture, food, clothing and traditions. He had more than 10 students which he educate about his country.

Education

University of Colorado Boulder

Certification , Science of Exercise · (2019 - 2019)

Ziauddin University

Diploma , Health and Physical Education/Fitness · (2019 - 2019)

Pakistan Institute of Tourism and Hotel Management

Diploma, Hotel/Motel Administration/Management · (2017 - 2019)

N.J.V Higher Secondary School

High School, High School/Secondary Diplomas and Certificates · (2014 - 2016)

Ghulaman-e-Abbas school

High School, Commerce · (2006 - 2014)