

Fatima Javed

Email: Fatimajavedd@outlook.com

LinkedIn: www.linkedin.com/in/tima-jade

Cell: +923244933391

PROFILE

Dedicated resource with core expertise in digitization, automation & marketing. My background experience includes program sales management & Project manager for one of the largest retailers in the USA. Currently, I am studying Computer Architecture, Programming & Artificial Intelligence based solutions.

EDUCATION

Bachelors in Computer Sciences

Beaconhouse National University

PROFESSIONAL EXPERIENCE

CallYourSupport LLC USA

Project Manager | Business Development Manager

JUL 22–JAN 23

- Exceeded sales quotas and increased profitability through effective sales strategy and business planning.
- Engaged in product training, demonstrations, consumer awareness, branding, and acquisition initiatives to raise revenues.
- Resolved problems with high-profile customers to maintain relationships and increase return customer base.
- Held one-on-one meetings with sales team members to identify selling hurdles and offered insight.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Developed new proposals, contracts and procedures to draw in more clients and streamline work operations.
- Created compelling sales scripts according to the targeted audience and their demographics for better productivity.
- Coached and promoted high-achieving sales filled leadership positions with qualified staff and boosted company growth.
- Generated new business with marketing initiatives and strategic planning.
- Increased profit margins by effectively controlling budget, overhead and optimizing product turns.
- Negotiated and closed long-term agreements with new clients.
- Recruited, interviewed & hired employees, and trained individuals to ensure success
- Implemented budget Friendly and effective lead generation process.
- Executed new projects from scratch resolved the loopholes & planned the operations.

SKStones USA

Project Manager

AUG 21–MAR 22

- Proved successful working within tight deadlines and fast-paced atmosphere.
- Participated in team-building activities to enhance working relationships.
- Conducted research, gathered information from multiple sources and presented results.
- Led projects and analyzed data to identify opportunities for improvement.
- Suggested and implemented new features to develop competitive product.
- Promoted successful outcome of web Development strategy by aligning consistent brand messaging and visual designs across digital outlets.
- Improved page content, keyword relevancy and branding to achieve search engine optimization goals.
- Identified technical issues and optimized website for search engine optimization, performance and accessibility.
- Designed highly engaging interactive user interfaces that complied with modern web standards.
- Organized team meetings to resolve technical project issues and review project schedules.

TJX Companies USA

Training Program Lead

OCT 16–OCT 18

- Identifying business opportunities by observing prospects & evaluating their position in the industry; researching and analyzing sales options

- Selling products by establishing contact. building rapport with prospect and recommending solutions
- Maintaining relationship with clients by providing support, information, guidance; researching and recommending new opportunities; recommending profit and service improvements
- Preparing reports by collecting, analyzing, and summarizing information

SKILLS & ABILITIES

- SALES SKILLS: Team Management, Training Expertise, Excellent Communication Skills, Exceptional Negotiating Skills
- COMPUTER SKILLS: Flutter Dart, Firebase, C++, JAVA, Python, Spring MVC, PHP, MYSQL, Visual Basics, HTML/CSS, Six Sigma AI based solutions, Web Designing expertise, Envato market, Jira, Asana.
- PROJECTS:
 - Developed and Initiated Mobile Application for the US market.
 - Foodies Deliver App
 - PAK PET SUPPORT; all in one solution for pet owners and vets.
 - The Home Tv; streaming services

ACCOMPLISHMENTS

- Employee of the year at TJX
- Introduced online and social media selling techniques, increasing the company's profits by 42%.