



M. ANAS KHAN

Project Manager

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About Me

Experienced professional with project management, graphic design, and web design skills. Four years of successful sales experience. Seeking a role to further enhance management abilities and continue learning. Adaptable, quick learner, and dedicated to excellence. Strong work ethic and passion for contributing to organizational growth.

Skills

- Web Design
- Branding
- Graphic Design
- SEO
- Marketing
- Team Lead
- WordPress
- Shopify
- Budgeting
- Project Hunting
- Strategic Planning
- New Product & Campaign Launching

Languages

English

Urdu

Experience

Project Manager

2020 - 2023

The EnigmaTech, Marketing & Design

- Managed diverse campaigns, overseeing comprehensive marketing strategies including Social Media Marketing, Web and App Development, and Graphic Design.
- Directed projects to designated team members, handling team assignments, budgeting, project pipelines, scope, and ensuring successful project delivery.
- Demonstrated expertise in guiding sales personnel to effectively leverage platforms such as Bark, Upwork, and LinkedIn for optimal results, although not directly engaged on these platforms.
- Successfully arranged and conducted client meetings, adeptly addressing their needs and requirements.
- Implemented a robust supply chain strategy to optimize operations and enhance overall efficiency.
- Led a team of 4 graphic designers and 9 developers, providing guidance, training, and ensuring alignment with client expectations.
- Developed a user-friendly web app that streamlined communication and collaboration among office employees.
- Implemented customized marketing strategies for multiple clients, resulting in heightened brand visibility and improved business outcomes.

Team Lead

2018-2020

The Exposed Art, Design & Development

- The company operated on platforms such as Twitter, Discord, and Facebook, and I possess extensive experience in the realm of design, particularly in relation to these platforms.
- Consistently ranked as the highest salesperson throughout the year, demonstrating exceptional sales skills and consistently exceeding targets.
- Trained over 20 salespersons in effective sales techniques and strategies, contributing to enhanced sales performance.
- Implemented effective sales strategies and techniques to successfully drive revenue growth, build strong client relationships, and consistently deliver exceptional results.
- My experience at the company included a brief stint as a graphic designer, which provided me with the opportunity to acquire skills in graphic design. As a result, I've developed the capability to create content for marketing campaigns, websites, and even gaming logos.

Sales Executive

2017-2018

Threads & Arts

- I was engaged in a B2B campaign focused on digitizing and embroidery services on a global scale, managing communication and interactions with clients.
- Gained valuable sales experience as a Sales Executive during my first role with Threads & Arts, contributing to the company's revenue growth through successful client acquisitions and deal closures.
- Developed a strong foundation in sales strategies, client relationship management, and effective communication techniques while working with the organization, allowing me to enhance my skills and knowledge in the field of sales.

Sales Executive

2017

Link Optimize, Service Provider

At Link Optimize, I held a pivotal role in driving sales for a campaign focused on phone, TV, and internet services in the USA and Canada. The campaign centered around promoting and selling services from prominent providers such as AT&T, Spectrum, Rogers, and Bell, targeting diverse regions within the specified locations. My responsibilities encompassed effectively generating sales by strategically engaging with potential customers and showcasing the benefits of these services.

Website & Marketing

2019-2023

Freelance

- Freelance experience spanning 3 years, focusing on website development and social media campaigns.
- Executed two impactful social media campaigns, including one for ICNA (Islamic Circle of North America). Designed and developed a dedicated website for ICNA Sisters, enhancing their online presence.
- Collaborated with Al Asad Tourism LLC, a Dubai-based visa consultancy agency, to create a website and initiate an ongoing marketing campaign. Currently spearheading the marketing campaign for Al Asad Tourism, contributing to their branding and visibility efforts.
- Engaged in an active partnership with a developer to create a website for Equipmentor, leveraging combined expertise.
- Actively contributing to the Mobile Application project "An-nas.com," showcasing a commitment to diverse projects and collaborations.

Education

Bachelor's in Computer Science

2018 - 2022

Iqra University

Intermediate

2017

Govt. Dehli College