



SHAH ZAIB

Commercial Lead

Results-driven and accomplished professional with a proven track record in driving business growth and cultivating strategic partnerships. Possessing over 2.5 years of experience as a Growth Team Lead, I successfully led and motivated cross-functional teams to achieve ambitious targets. During my tenure, I played a pivotal role in optimizing processes and implementing data-driven strategies, resulting in a significant increase in revenue.

Contact

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P/O Kolo Tarar Tehsil and District Hafizabad

Education

Bachelor of Commerce

University Of Punjab
2014-2016

FCS (Pre Engg)

BISE Gujranwala
2012-2014

Skills

Organized	● ● ●
Communication	● ● ●
Teamwork	● ● ●
Meeting deadlines	● ● ●
Critical thinking	● ● ●

Experience

Key Accounts Manager

Dastgyr Technologies

Jan 2023 - Present

- **OKRs Achievement:** Stand out at Dastgyr by over achieving 100% OKRs and making Drop Shipping live within the short period of time. And also making the business function scalable and profitable by increasing margins of sellers.
- **Productivity Enhancement:** Worked on a project of maintaining all sellers live from 25 to 60 within a span of just 6 months and also enhanced MP GMV from 20M a month to 100M a month on June 27, 2023.

Bulk Lead

Dastgyr Technologies

Sep 2022 - Dec 2023

- Increased sales for key initiatives of wholesale marketing program by 95%.
- Identified new market niches and significantly expanded client base by 30%.
- Direct responsibility in the areas of operations, sales, distribution, customer service, inventory control and corporate quality standards.
- 60% increase in sales purchases with the major and City Wise customers.
- Review sales trends and progress with managers and management teams.
- Sales enhancement: Worked 24/7 for the betterment of Company and ensured 100% Targets achievement and also increased sales from 25 million to 120 million.

Interests

Social Working

Event Management

Cricket

Software Skills

MS EXCEL

Power Point

Adobe premiere pro

Google Sheets

Demand Team Lead

Dastgyr Technologies

Jan 2021 - August 2022

- Maintained the team of 20 sales agents and overachieved the company target by 120% by implementing sales strategies.
- Generated First orders in assign areas of new zones in Lahore from customers and also managed to retain them for the life-time ordering by offering them new campaigns through our platform.
- Experienced in onboarding and launching the new startup in Gujranwala and successfully onboarded 5000 shops and generate 500 orders and 5M GMV in a single day.
- Managed in overseeing the top line growth of 70% MoM along with a bottom line growth of 40% MoM

Accounts Manager

SCC Pvt LTD

2018-2020

- Prepare asset, liability, and capital account entries by compiling and analyzing account information
- Document financial transactions by entering account information
- Recommend financial actions by analyzing accounting options
- Summarize current financial status by collecting information; preparing balance sheet, profit and loss statement, and other reports
- Substantiate financial transactions by auditing documents
- Maintain accounting controls by preparing and recommending policies and procedures
- Prepare Daily Expenche sheets and manage petty cash

Cashier

Alkaram Studios

2017-2018

- Handle cash, credit, or check transactions with customers
- Scan goods and collect payments
- Ensure pricing is correct
- Issue change, receipts, refunds, or tickets
- Redeem stamps and coupons
- Count money in cash drawers at the beginning and end of shifts to ensure that amounts are correct and that there is adequate change
- Make sales referrals, cross-sell products, and introduce new ones