Ahtsham Ulhaq
Initial Sales Lead

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Profile

.As an experienced initial sales lead, I am skilled in identifying and pursuing potential clients, establishing and maintaining strong relationships with clients, and providing exceptional customer service. I am results-driven, with a focus on meeting or exceeding sales targets and contributing to the growth and success of the company. My proven track record in sales and customer service makes me an asset to any company looking for a dedicated and motivated sales professional.Web development savant, specializing in Full Stack to build dynamic, powerful applications. Expert in React.js for intuitive interfaces, MongoDB for agile data handling, Express.js for robust APIs, and Node.js for efficient server operations

Professional Experience

Initial Sales Lead, *Genesis Engineering*   11/2023 – present
Rawalpindi, Pakistan

1. Developed and maintained positive relationships with prospective and existing clients, utilizing strong communication and negotiation skills to close deals and secure repeat business.
2. Conducted extensive market research and analyzed customer data to identify new business opportunities, resulting in an increase in sales pipeline and revenue growth.
3. Collaborated with cross-functional teams to develop and implement effective sales strategies, resulting in an improvement in customer satisfaction and retention.
4. Demonstrated exceptional product knowledge and expertise, effectively communicating the unique value proposition of the product to potential customers and leading to an increase in sales conversions.

Full Stack Web Developer (REMOTE), *Alphatoris,INC*   09/2023 – present
Dubai, Uae
1. Proficient in working with the MERN (MongoDB, Express, React, Node.js) stack to develop full-stack web applications.
2. Skilled in designing and implementing RESTful APIs using Node.js and Express.js to enable seamless communication between client and server.
3. Experience in developing responsive and interactive user interfaces using React.js and other popular front-end libraries and frameworks.
4. Proficient in working with MongoDB to create, query, and manage databases for web applications.
5. Familiarity with version control systems such as Git and project management tools such as Jira to ensure efficient collaboration and project tracking.

Full Stack Developer, *Cipher Savvy*   05/2022 – 08/2023
                                                                                 Rawalpindi, Pakistan
- Worked on many complex level projects like E-commerce, Realtime Chat applications
- Experienced in creating Restful APIs at the backend and then integrating them in frontend
- From building simple Landing Pages to a whole responsive Website was my task during this period
- Storing large amounts of data in a database and fetching it through APIs
- Proposing unique ideas for attractive and user-friendly web apps

TechStack:React.js, TailwindCss, JavaScript,Bootstrap, Node.js, Express.js, MongoDB,Sockets.io

ReactJs Developer, *Cipher Savvy*   03/2021 – 04/2022
                                                                                 Rawalpindi, Pakistan
1.Proficient in using ReactJS to develop web applications.
2.Familiarity with Redux and other state management libraries for ReactJS.
3.Ability to write clean, maintainable code and work well in a team environment.

MERN Stack Developer, *Freelancer*   02/2021 – present
                                                                                 Rawalpindi, Pakistan
- Experience in freelancing as a full-stack developer for various clients
- Developed and maintained websites and web applications using a range of technologies including HTML, CSS, JavaScript, jQuery, ReactJS, Node.js, Express.js, MongoDB
- Demonstrated ability to work independently and manage multiple projects simultaneously while meeting deadlines
- Collaborated with clients to understand their requirements and provide customized solutions to meet their needs
- Strong communication skills in both technical and non-technical terms to effectively communicate with clients and team members Continuously learning new technologies and refining skills to stay up-to-date with the latest trends in the industry.

Education

ICS, *Private*   04/2020
                                                                                 Rawalpindi, Pakistan
- **Physics**
- **Maths**
- **Computer Science**

Languages

- English   • Urdu

Skills

Javascript	ReactJs
TailwindCSS	Nodejs
Active Listener	Time Management
Research Skills	MongoDb