



Samuel Nadeem

Business Development Executive & Cold Calling Specialist

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Dedicated and motivated high school student pursuing O-levels with a passion for achieving excellence in professional endeavors. Experienced in cold calling and appointment setting with a strong foundation in sales and marketing.

WORK EXPERIENCE

Business Development Specialist ArgonTeq Inc.

2024 - Present

Achievements/Tasks

- **Lead Generation and Qualification:** Identify and qualify leads to build a strong pipeline.
- **Consultative Selling:** Utilize consultative selling techniques to identify client needs

Cold Caller & Appointment Setter ISolutionYou

05/2024 - 07/2024

Achievements/Tasks

- **Lead Qualification:** Assess and qualify leads based on company criteria.
- **Appointment Setting:** Schedule meetings for the sales team with interested prospects.

Human Resources Recruiter Kingsbury Personnel

10/2023 - 04/2024

Achievements/Tasks

- **Sourcing Candidates:** Actively searching for potential candidates by reviewing CVs and profiles posted online.
- **Recruitment Strategy:** Developing and executing recruitment strategies to attract qualified candidates.

Sales and Marketing Representative Indox Communication

07/2023 - 10/2023

Achievements/Tasks

- **Cold Calling:** Reached out to potential customers to generate leads and expand the customer base.
- **Selling Products and Services:** Presented and promoted the company's products and services to prospective customers.

EDUCATION

High School O-levels Academia Academy - Private

Majors

- Business, Account and Commerce

Secondary School American Lyceum International School

SKILLS

Business Development

Lead Generation

Strategic Planning

Sales Strategy

Negotiation

Client Relationship Management (CRM)

Cold Calling

Sales

Human Resources (HR)

PERSONAL PROJECTS

Cold Calling Leads for a Digital Marketing Company (06/2024)

- Engaged with business owners to highlight the effectiveness of exclusive lead generation.
- Offered a 7-day trial to showcase our strategy.
- Increased the customer base for window cleaning companies and strengthened their market presence.

Cold Calling for morebuy.pro-Marketing Agency (05/2024)

- Connected with start-up companies across the USA.
- Achieved a conversion rate of over 10% by asking pre-qualifying questions and setting appointments with interested leads.

Appointment Setting for Convertwithvideo.com (05/2024)

- Engaged potential clients and set appointments to discuss video editing needs.
- Resulted in increased interest and opportunities for the agency to showcase its services.

LANGUAGES

English
Native or Bilingual Proficiency

Urdu
Native or Bilingual Proficiency

Punjabi
Full Professional Proficiency

INTEREST

Coding

Travel and exploration

Technology innovation

Information Technology

Artificial Intelligence

Reading

Internet Surfing