



Qasim Abbas

Freight Forwarder

Contact

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uk

Skills

Decision-Making

Teambuilding

Business development and
planning

Sales strategy

Lead Generation

Sales forecasting

Strategic-thinking Business Development Manager with history of transforming inefficient, underperforming operations into successful enterprises. Accomplished communicator with talent for building over-achieving teams. Dedicated to continuous improvement and achieving market-leading results.

Work History

2018-12 -
Current

Business Development Manager, DACH

Pentallion International Logistics , Lahore

- 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.
- Taught consultative selling techniques to new and existing staff members to build expertise.
- Created reports and presentations detailing business development activities.
- Reached out to potential customers via telephone, email and in-person inquiries.
- Developed and implemented favorable pricing structures balancing firm objectives against customer targets.

Education

2014-02 -
2018-08

BCS: Computer Engineering

Forman Christian University - Lahore