**Waqas Victor**, B.Com.

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**Work Experience**:

Emnes Events Kuala Lumpur, Malaysia June 2021 – May 2023

*Manager – Delegate Acquisition* – Reporting to the Group CEO and Head of Events, I was responsible for strategizing sales processes, event targets, and business revenue, for which I maintained existing and built new client relationships, encouraging repeat business and growing additional revenue streams and do train existing and new team members in achieving there targets and sharpen the skill sets. In liaising with current and potential clients, I organized and arranged requests and prioritized needs such that their outcomes were maximized during events. In addition, I brainstormed new event ideas and details of upcoming events with senior management.

Emnes Events (emnesevents.com) is a full-service provider of events and event planning, including business and innovation conferences, webinars, and training platforms. Events for which I was responsible, all of which took place in Kuala Lumpur, included: the Islamic FinTech Leaders’ Summit (2021), Future Food Leaders’ Summit (2021), InsurTech Leaders’ Summit (2022), 2nd Annual Islamic FinTech Leaders’ Summit (2022), HRTech Leaders’ Summit (2022), 2nd Annual Future Food Leaders’ Summit (2022) and the Asia Anti-Fraud Leaders’ Summit (2023).

CT Event Asia Kuala Lumpur, Malaysia June 2020 – May 2021

*Team Leader - Sales* – I strategized sales processes and event targets and was responsible for business revenue, delegate acquisition and repeat business through calls. I organized and arranged requests and prioritized needs such that their outcomes were maximized during events. CT Event Asia (cteventasia.com) provides business conferences, training, and networking opportunities. Events for which I was responsible, all of which took place in Kuala Lumpur, included: the Applied Data Analytics in Risk, Control, and Audit (2020), Procurement in Healthcare (2020), and Waste Management and Sustainability (2021).

Institute of Enterprise Risk Management Kuala Lumpur, Malaysia June 2018 – March 2020

*Senior Corporate Sales Executive* – Responsible for revenue business, maintaining and encouraging repeat business, I liaised with potential and current clients via cold calling. I organized and arranged client requests and ensured their satisfaction during events. The Institute of Enterprise Risk Management (insterp.com) is a certification institute for ERM. Events for which I was responsible, all of which took place in Kuala Lumpur, included: Enterprise Risk Conference (2018 and 2019), Qualified Risk Auditor (annual training; 2018 and 2019), and Enterprise Risk Manager (annual training; 2018 and 2019).

Fleming Events Kuala Lumpur, Malaysia March 2014 – March 2018

*Senior Team Leader - Sales* – I strategized sales processes and event targets, was responsible for revenue business, maintaining repeat business, and growing new revenue streams through delegate acquisition.

Fleming Events (fleming.events) organizes conferences and courses for global business professionals. Events at which I contributed included: the 5th Asia Islamic Banking Conference (2014), Key Risk Indicator Training (2014), the 5th Annual Collateral Management Forum (2014), and 16 other conferences and trainings.

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Pak Elektron Limited Lahore, Pakistan May 2006 – November 2013

*Finance Executive* – I was responsible for collections receiving from the Sales Department and for allocation for day-to-day operations of Pak Elektron, a home appliance and electricity company. I posted Collections to CMS (Content Management System) for tracking purposes, used ERP (Enterprise Resource Planning) to reconcile receivables with the Audit and Accounts departments, worked with banks to ensure consistency, and hired staff for the Purchasing department.

Harvest Top Worth International Lahore, Pakistan March 2004 – November 2005

*Business Agent* – Responsible for profit-generating trade for my clients, I generated leads, cold-called potential clients, and developed relationships to better understand their needs. Harvest Top Worth International (<https://www.hgmarkets.pk>) is a Forex trade company, specializing in gold, silver and crude oil.

**Education**:

* Bachelor of Commerce Punjab University, Lahore, Pakistan 2003
* F.A (High School) Lahore Board of Intermediate and Arts 2001
* Matriculation (Grade 10) Lahore Board of Education 1998

**Additional Training**:

Selling Skills workshop by CMD 4–5 November 2006

Communication Skills for Sales Force workshop by CMD 31 December–2 January 2008

Confident Selling workshop by Possibilities 25–26 July 2008

Winning Teams workshop by Pak Elektron 26 January 2009

**Skills**:

I am fluent in English, Urdu and Punjabi as well.

I work efficiently in the Windows environment, including Word, Excel, and PowerPoint.