

Rana Bilal Yousaf - Amazon Account Manager

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City: Lahore, Pakistan

Executive Summary

Young Amazon FBA Consultant & Private Label professional, who does not only have the **Knowledge** but ensures "**Honest and Timely**" work delivery. It's been **2 Years** I've started learning about Amazon and began taking courses. As the industry is continuously evolving, I try my level best to have an out of the box approach to help my clients stand out.

Link to Intro Video:

For a visual representation of my qualifications and what I bring to the table, I invite you to watch my **30 seconds** introductory video.

<https://youtu.be/R3AftbzSIOY> (Let me know if it doesn't open)

Key Profile Highlights

Invited as a **TED Speaker** being a founder of a Non Profit Welfare Organisation named as **Kaar-e- Kamal** which I started **4 years ago** in my university days. So I learnt team building and team management experience as we are a team of **2000+ volunteers** who are helping **1000+** needy families in **20+** cities of Pakistan on a monthly basis.

Work Experience

Rapid Growers

Amazon Account Manager

Aug 2021 - Sep 2021

It was my first agency where I almost worked for 1.5 months and was responsible for creating, optimizing and managing listings.

Successfully optimized and created multiple "[Buyer Need Oriented Listings](#)" to broaden the visibility and target the buyer's pain point with the Right Approach.

Extreme Commerce

Incubatee

Nov 2021 - Feb 2022

Environment certainly grows and enhances your capabilities. That's why I joined Extreme Commerce incubator for 3 months and worked on my soft skills. Not only did I improve soft skills but it was a learning curve.

Upwork
Dec 2021 - Present

Top Rated Freelancer

After 1 year of working on Upwork and sending 100s of Proposals, I finally got “**Top Rated Batch**” and managed a good repute as well with 98% JSS. I’ve worked on projects ranging from product hunting, sourcing, listing, flat file, PPC to full account management.

Have a glance at my Upwork profile below.

<https://www.upwork.com/freelancers/~0122d2ac411169eb9e>

Spa Vibes - Brand

Amazon Account Manager

Oct 2022- Jan 2023

Successfully generated sales and lowered ACOS for the store from “**110% to 40% ACOS**” and helped my client with the lesser known SEO hacks and grabbed more sales by targeting the Gap keywords.

First Page Consultants

Amazon PPC Manager

I’ve worked with an Indian amazon services agency where I successfully managed and did data analysis of a “**Multi Millionaire Account**” which had a great number of skus to deal with. So dealing with any complex project won’t be a Problem.

Education

- ✓ **Bachelor of Science - Civil Engineering** – (2017-2021)
 - UET Lahore

Certifications/Courses

- ✓ Video Boot Camp Training for PL – Extreme Commerce
- ✓ Private Label Masters - Tim Sanders
- ✓ Private Label By Owais Ameen– Udemy

SKILLS

Technical Skills: Helium 10, Jungle Scout, Amazon Seller Central, MS Project Management, MS Word, MS Excel, MS PowerPoint, MS Teams.

Non Technical Skills: Leading the teams in the workplace, Managing the Tasks, Meeting deadlines, Emotional Intelligence.

Social Skills: Active listening, Cooperation, Public Dealing, and Conflict Resolution in the team.

Future Goals

Being from a developing country, I have a dream to help create business and jobs for my people. Moreover, having experience of managing teams, I would love to promote a positive working environment that strengthens the team.