



Usman Ughratdar



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OBJECTIVE

Dynamic and versatile professional with comprehensive certifications from LinkedIn Learning and other platforms. Seeking a challenging role in a new domain where I can leverage my diverse skill set and extensive knowledge to drive organizational success and foster continuous improvement. Dedicated to applying my strong leadership, strategic planning, and interpersonal skills to enhance team performance, streamline processes, and deliver exceptional results.

WORK EXPERIENCE

Lighting Specialist, **MEBULBS**

Apr 2024 – Present

Chicago, IL, USA

- Build and maintain relationships with business clients, understanding their needs.
- Give in-person sales presentations to potential customers.
- Conduct product demonstrations for potential customers.
- Learn our proven sales system through training.
- Make daily calls to potential customers.
- Meet or exceed sales targets.

Skills: B2B Sales Sales Training Sales Acumen Relationship Management Communication Skills

EDUCATION

M.Sc. in Financial Management

Jan 2024 – Dec 2025

University of Maryland | College Park, Maryland

B.Sc. in Operations Management

DeVry University | Chicago, Illinois

CERTIFICATION

50+ HR Management & Recruiting Certificates

Human Resources (HR) HR Strategy Talent Management Recruiting Employee Learning & Development
HR Business Partnering Training and Development (HR) Diversity Recruitment Corporate Recruiting

40+ Project Management Certificates

Project Management Project Team Management Project Scheduling International Project Management
Project Communication Risk Management Project Leadership

40+ Sales and Marketing Certificates

Sales Management Sales Performance Sales Analysis Sales Leadership Sales Coaching
Marketing Management Marketing Leadership Marketing Analytics Marketing Strategy

PROFESSIONAL WEBSITE

500+ Business, Sales, Marketing and Management Certificates

 <https://ughratdarusman.com/>

400+ Finance, IT, Data Science and Microsoft Excel Certificates

 <https://usmanughratdar.com/>