

Zulfqar Ali

Business Development Manager

About Me

Dedicated and detail-oriented Business Developer with 6+ years of Successful experience. To obtain a challenging Business Development position where I can leverage my skills in sales, marketing, and project management to drive business growth and create value for clients. Strong creative and analytical skills. Team player with an eye for detail. Special interest in to Build relationship with people to solve their problems with strong communication skills and Confidence.

My Contact

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📍 B- Block DHA phase 4
Lahore,Punjab, Pakistan

Soft Skill

- Observation and problem-solving
- Decision making and Project management
- Strong communication and interpersonal skills
- Sales and marketing strategy development and execution
- Market research and analysis

Education Background

- W3 School (Programming school)

- Lucky Marwat university
Bachelor of Arts Completed in
2019- 2020

- Ali Public Cadet College
Intermediate in science
Completed in 2011

Professional Experience

Star Employment | Business development executive
FEB 2018-March -2022

Key responsibilities:

- Looked at Business performance and identified trends.
- Worked on Tender Notices and gathered information about recent projects to develop in company.
- Market research and Analysis.
- Negotiation of different problems.
- Best Communication skills Clients satisfaction providing fast delivery and work on time.
Provide new ideas and content for his professional work more than more
Biding on software development Projects and sending Proposals.
Explored various investment opportunities.
Writing a full detail oriented Professional cover latter to get Projects.

Lead Generation

Handle **Fiver** and **Up Work** Account with 100% complete profile

Achievements

- 2018 – 2022 Negotiating favorable contracts and deals with customers, partners, and suppliers. Complete sales in call center.
Providing leadership and mentorship to other Members of the business development team, and contributing to the overall success and growth of the organization.

Professional Experience

United employment Canada | Business development associate *14 April 2022*

Key responsibilities:

- Email marketing send 450 mails everyday (Customize)
- Cool calling
- Use LinkedIn Sales navigator to develop business
- Done follow ups in a professional way
- Done Blast mails 350 mails everyday
- Provide logistics services in Canada
- done marketing in a Professional way
- use lead generation tools to contact
- Generate leads from different platforms
 - Lead Generation

Hudson HR | Business development associate *10 Feb 2023*

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Extension | Business development manager

Key responsibilities:

- Looked at financial performance and identified trends
- Explored various investment opportunities.
- Develop business from different Freelance platforms
- Run top rated profiles
- Lead team in a professional way and generate more revenue for company
- Done All marketing experience With **email, Freelance Platform, LinkedIn, LinkedIn Recruiter, Fiver and Up work**
- A great experience in Sales Management
- Done sales from LinkedIn

Experienced in Software Companies as a | Business development manager