

ADIL AHMADZADA



Business Development

Business depends on right time , right partner and right conversation

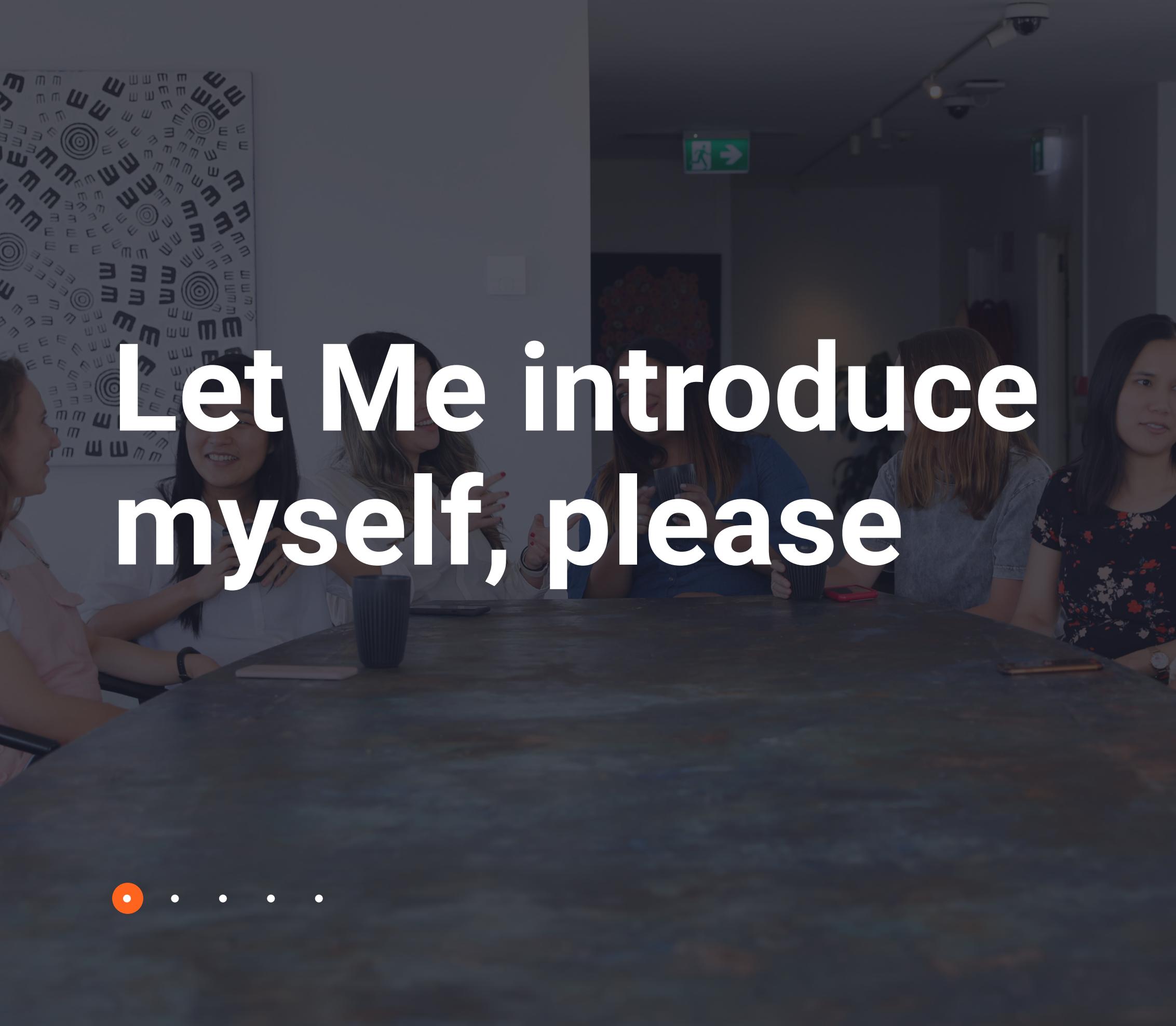
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My Onboarding Plan

- INTRODUCTION
- MY STORY IN A TIMELINE
- MY ACTIVE BUSINESS SECTORS
- MEET MY BUSINESS SERVICES
- CONTACT INFO

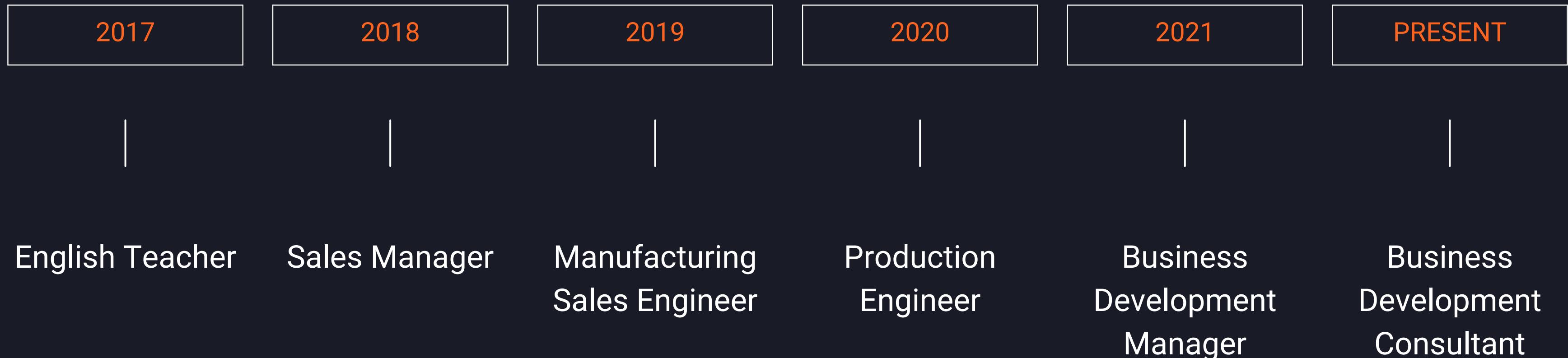


Let Me introduce myself, please



I've been working with international business development and consulting service companies for many years in CIS Region, Eurasia zone, Middle East, and Europe in more than 20 industrial sectors. During my professional career I improved my global networking connection which is over 15000+ people in the world. That's why I have deep talent, knowledge and experience in the global international industrial market.

My Story in a Timeline





I AM AT YOUR SERVICE

MY ACTIVE BUSINESS SECTORS

Investment

Engineering,
Procurement,
Construction (EPC)

Logistics

Information
Technology

Manufacturing

Consulting

LET'S DO GREAT BUSINESS TOGETHER

Meet My Business Services

NEXT



- MY BUSINESS SERVICES

- a. Lead Generation and Prospecting:

I leveraging its existing network and industry expertise, shall conduct comprehensive lead generation activities on behalf of the Client. The primary objective is to identify and generate high-quality leads consisting of potential customers or clients who align with the Client's ideal buyer profile. The scope of this service includes:

- i. Conducting in-depth research to identify target industries, markets, and potential customers.
- ii. Employing various channels, such as online platforms, industry events, and personal networks, to identify and capture leads.
- iii. Implementing lead capturing mechanisms and data analytics to assess lead quality and relevance to the Client's business.





b. Market Entry Strategies:

I shall develop tailored market entry strategies for the Client seeking to expand into new markets or regions. The market entry service includes:

- i. Conducting market feasibility studies to assess the potential for successful market entry.
- ii. Analyzing regulatory requirements, market trends, and competitive landscapes to mitigate risks.
- iii. Designing market entry action plans, including distribution and sales strategies, to achieve successful market penetration.
- iv. Utilizing my existing network and industry insights to identify potential strategic partners and local contacts.

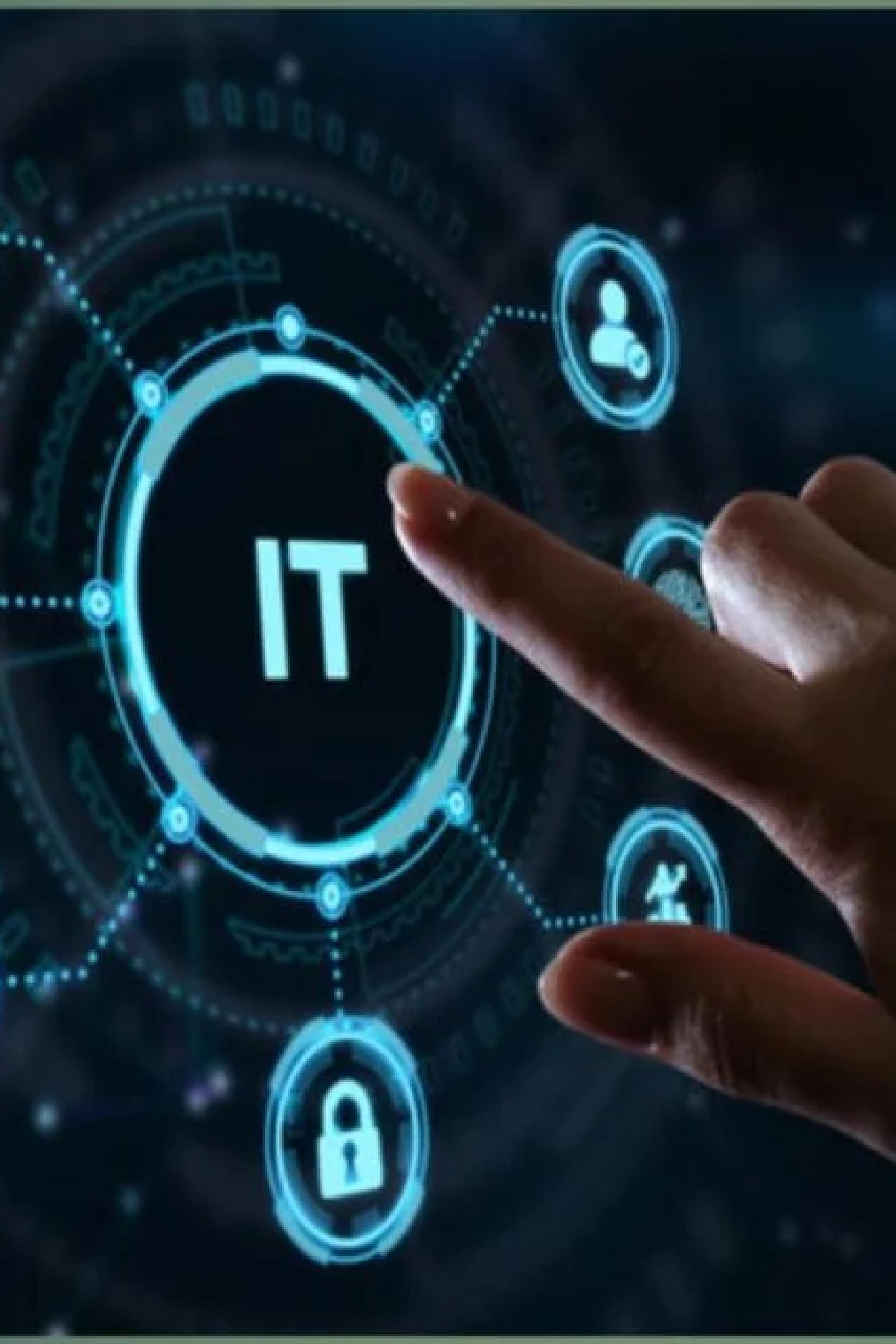
- LET'S GROW TOGETHER

- c. Client Relationship Management:

I shall provide expert client relationship management to foster strong and enduring relationships with the Client's customers. The client relationship management service includes:

- i. Developing personalized client engagement strategies tailored to the Client's target customer segments.
- ii. Implementing best practices for effective customer communication, feedback management, and issue resolution.
- iii. Leveraging my industry to identify opportunities for cross-selling, upselling, and customer retention.





d. Business Networking Events:

My representatives shall attend business networking events on behalf of the Client, leveraging these opportunities to network, establish industry connections, and explore potential partnerships. Attendance at such events aims to enhance the Client's visibility and reputation within the target market.

e. Organizing Business Networking Events (With Client Permission):

With the Client's explicit permission, I shall take on the responsibility of organizing business networking events. This includes event planning, venue selection, guest invitations, and coordination to ensure successful networking opportunities for the Client.



• YOUR SUCCESS IS MY GOAL

f. Insights on Projects and Proposals:

I shall provide valuable insights and expertise on projects and proposals to increase the probability of winning new business opportunities. This service includes:

- i. Evaluating project requirements and proposal content to align with the expectations of potential clients.
- ii. Suggesting effective strategies and positioning to enhance the competitiveness of project proposals.
- iii. Utilizing my industry knowledge to identify potential challenges and offering solutions to address them.

NEXT





g. Facilitating Partnerships and Alliances:

I shall actively explore and facilitate strategic partnerships and alliances on behalf of the Client. This service includes:

- i. Identifying potential partners and alliance opportunities within my existing network and beyond.
- ii. Assessing the compatibility of potential partnerships to ensure mutual benefits and shared objectives.
- iii. Engaging in negotiations and discussions with potential partners to establish collaboration agreements.
- iv. Supporting the Client in forming strategic alliances to expand market reach and enhance competitive advantages.





GLOBAL BUSINESS STRATEGY

My representatives shall travel to various locations as required to meet with clients, potential partners, and industry stakeholders on behalf of the Client. The purpose of these meetings shall be to explore business opportunities, strengthen relationships, and promote the Client's products and services. The following provisions apply:

- i. Travel arrangements shall be made in coordination with the Client, considering project requirements and budget constraints.
- ii. I shall leverage its current network to facilitate introductions and arrange meetings with key industry players and potential partners.
- iii. I shall provide the Client with a proposed travel itinerary, incorporating meetings facilitated through my network, and obtain approval before making any travel arrangements.
- iv. Travel expenses, including transportation, accommodation, meals, and entertainment, shall be subject to the agreed-upon travel budget.
- v. I shall furnish detailed and itemized expense reports, which include expenses related to meetings arranged through my network, for reimbursement.





i. Reporting and Communication:

I shall maintain transparent and regular communication with the Client throughout the business development process. The following reporting and communication arrangements shall apply:

i. Providing the Client with comprehensive reports on lead generation and prospecting activities, market entry strategies, client relationship management efforts, insights on projects and proposals, outcomes of networking events, and progress on partnership and alliance facilitation.

ii. Sharing market entry action plans, event proposals, partnership proposals, and progress updates for review and collaboration.

iii. Engaging in regular meetings and communication to address any questions, feedback, or concerns raised by the Client.

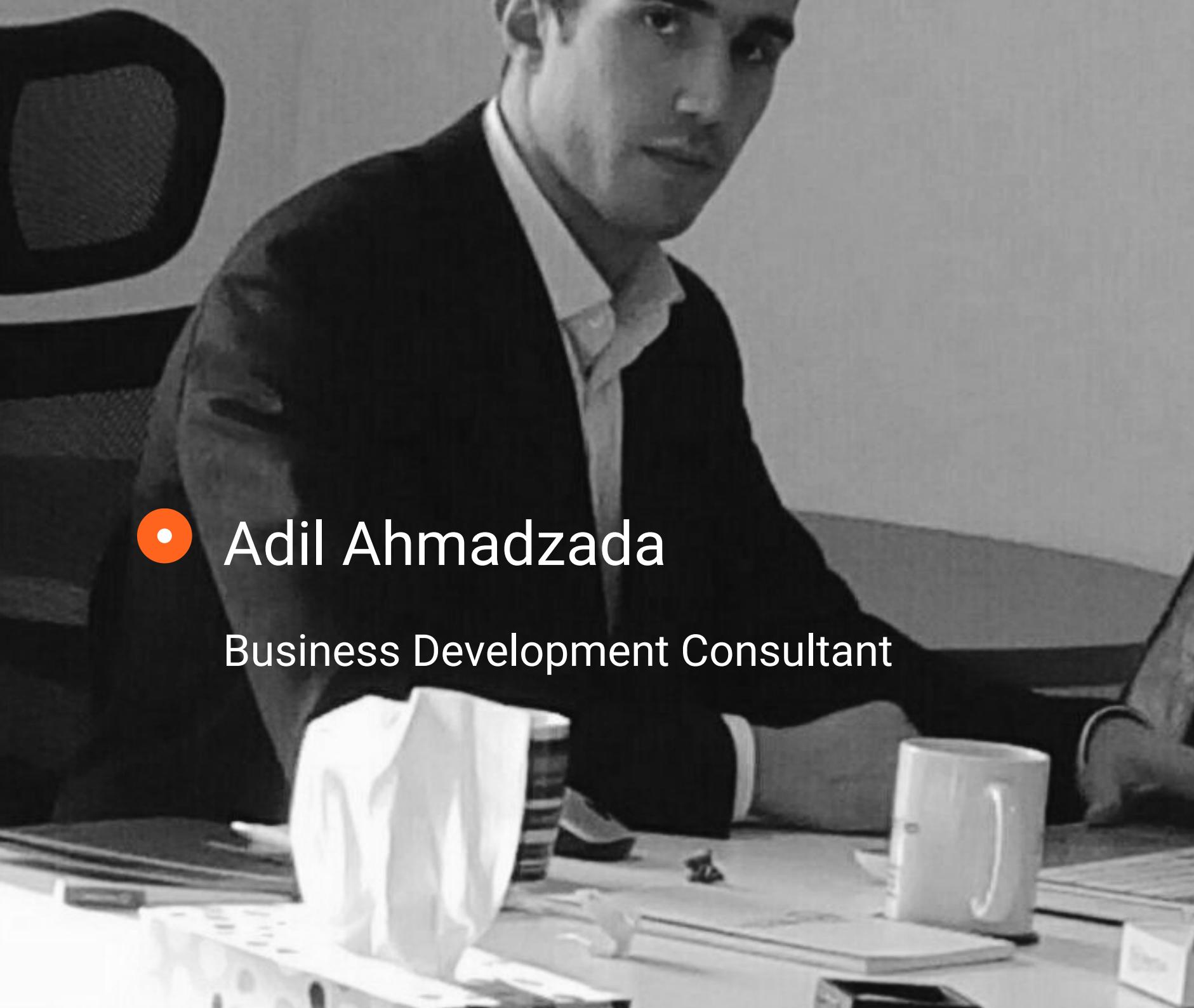
iv. Collaborating with the Client to refine strategies, adjust approaches, and optimize business development efforts.

BD Consultant

I am ready to help You

• Adil Ahmadzada

Business Development Consultant



Personal Webpage

<https://adilahmadzada.dorik.io/>

<https://github.com/1234adil>



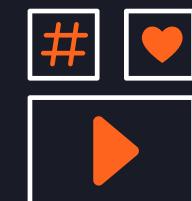
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Social Media

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