

Muhammad Roshan Khurshid

Wah Cantt, 47040 | +92-336-9599125 | +92-317-0829369

roshankhurshid224@gmail.com , roshankhurshid224@hotmail.com

<https://www.linkedin.com/in/roshan-khursheed-93a708180/>

Dynamic and versatile IT professional with a robust foundation in graphic design and a focus on IT infrastructure. Possessing extensive expertise in creating impactful presentations using PowerPoint and the Adobe Suite, coupled with hands-on training in CCNA and Azure 104. Adept at seamlessly integrating creative design principles with technical proficiency to deliver comprehensive solutions. Committed to staying at the forefront of technology trends, blending a unique skill set to drive innovation in both design and IT realms.

SKILLS

Sales & Marketing

- Business Development | Sales & Marketing | SaaS (Software as a Service) | B2B (Business-to-Business) | Market Analysis | Partner Management | Email Campaigns (MailChimp) | LinkedIn(Premium, Sales Navigator) | Freelancing Platforms (Fiverr, Upwork)

Continuous Learning & Problem Solving

- Creative Problem-Solving | Continuous Learning & Development | Technical Proficiency

CRM & Business Tools

- CRM Implementation | Odoo | Salesforce | Cloud Tenant | Hub Staff | QuickBooks | Jet Reports | Jet Analytics | Insight Software

Analytical & Technical

- Microsoft Power BI | Insight Software Jet Reports | Jet Analytics

Presentation & Design

- PowerPoint Presentations | Graphic Design & Layout | Branding & Consistency | Adobe Suite

Communication & Collaboration

- Strong Communication Skills | Team Collaboration | Client Relations

IT & Networking

- IT Infrastructure | Network Administration | LAN Configuration | Operating Systems (Windows, Linux) | Network Interconnection (Cisco, Switch, Router) | Advanced Windows Server (2016, 2012, 2008, 2003) | Networking Protocols (TCP/IP, LAN/WLAN, Wi-Fi, VPN, DHCP, Port Forwarding, Switching, Routing) | Active Directory

Troubleshooting & Cloud Computing

- IT Troubleshooting | Computer Repair & Maintenance | Cloud Computing | Microsoft Azure Administrator

EXPERIENCE:

Partner Account Manager, (Remote)

Feb 2024 – Present

Global Data 365, Dubai, UAE

- Conduct thorough market research to identify potential companies for strategic partnerships, focusing on aligning with the company's long-term goals.
- Employed LinkedIn(Sales Navigator, Premium),Freelancing Platforms(Fiverr, Upwork), Apollo.io, Snov.io and other AI tools for outreach and lead generation, ensuring a steady pipeline of potential clients.
- Made cold calls to potential partners and arranged in-person or online meetings with decision-makers.

- Initiate contact with key stakeholders and decision-makers to discuss and explore partnership opportunities.
- Maintained strong relationships with partners and provided strategic ideas to enhance collaboration.
- Utilize Odoo CRM to meticulously document all partner interactions, ensuring comprehensive records for future reference.
- Utilized CRM systems like Odoo and Salesforce for tracking interactions and managing relationships, ensuring efficiency in customer engagement and data management.
- Proficient in Microsoft Suite, leveraging Word for documentation, Excel for data analysis, PowerPoint for presentations, and Outlook for communication management.
- Managed time effectively using Hubstaff for task tracking and productivity optimization.
- Develop and maintain a structured communication strategy to keep potential partners engaged throughout the negotiation process.
- Analyze industry trends to tailor partnership outreach strategies effectively.
- Created email campaigns with MailChimp, focusing on delivering targeted and personalized content to prospects.
- Work collaboratively with internal teams to ensure a cohesive approach to partner management and outreach.
- Actively contacted prospects via LinkedIn, contributing to ongoing business development efforts.
- Participate in regular strategy sessions to refine partnership approaches and discuss market insights.

Creative Visual Designer

Jan 2021 – Jan 2024

The Slide Store, WahCantt

- Developed visually striking PowerPoint presentations for internal and external stakeholders.
- Expert in Adobe Suite, specializing in vector arts, logo design, illustrations, typography, infographics, vector tracing, photo editing, and graphic design.
- Transformed complex ideas and data into clear, compelling visual narratives.
- Created custom graphics, icons, and illustrations to enhance the visual appeal of presentations.
- Utilized Adobe software for documentation and seamless project communication, ensuring consistency and clarity across all design materials.
- Ensured brand consistency and adherence to design standards in all materials.
- Worked collaboratively with cross-functional teams to understand content requirements and design objectives.
- Designed and maintained PowerPoint templates for use across the organization.
- Managed projects to ensure timely completion, delivering high-quality designs ahead of deadlines.
- Streamlined processes to ensure consistency in design elements and branding.
- Ensured that each presentation effectively communicated key messages to the target audience.

Business Development Manager

Feb 2019 - Apr 2021

Ahmed Traders (Audionic Distribution), Rawalpindi

- Lead the sales team in identifying and capitalizing on new business opportunities, contributing to the company's expansion and customer base growth.
- Build and maintain robust client relationships, fostering loyalty and repeat business.

- Managed cloud tenant solutions for CRM and QuickBooks for seamless account keeping and financial management.
- Provide market insights to guide product development and marketing strategies, ensuring offerings meet current market demands.
- Collaborate with the marketing team to develop and implement effective sales campaigns.
- Led teams in achieving and surpassing sales targets through effective leadership and strategic planning.
- Supervised online sales platforms, including Daraz and social media, ensuring optimal product exposure and sales growth.
- Monitor sales activities to ensure alignment with business objectives and make strategic adjustments as necessary.
- Implement customer feedback mechanisms to gather insights and inform product and service improvements.
- Leading a high-performing sales team, achieving a 25% increase in annual revenue.
- Developed and executed comprehensive sales strategies to drive market share growth.

LICENSES & CERTIFICATIONS

Network Administrator

2024

Navttc, Corvit institute, , Islamabad

Completed comprehensive training in network infrastructure management, security protocols, system troubleshooting, performance monitoring, and server administration. Acquired practical skills in configuring routers, switches, and firewalls, alongside proficiency in network performance optimization and security measures implementation.

CCNA Training

2024

Corvit Institute Islamabad

Acquired in-depth knowledge in network fundamentals, routing and switching, and network security through comprehensive CCNA training.

Microsoft Azure 104

2023

Kode Kloud - 2D14496DC172-2DF639C7467B-2D14433AB124

Gained hands-on experience in Microsoft Azure cloud services, including virtual machines, storage, and networking, through Azure 104 training.

EDUCATION

Bachelor of Business Administration (B.B.A.) - Supply Chain Management

Virtual University Of Pakistan, WahCantt

May 2022 – Present

HSSC: FCS

The Scholar Science College, WahCantt

2017

SSC: Science

Sir Syed College WahCantt Campus 1, WahCantt

2014