



Ali Arslan Akbar

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ABOUT ME

I am a Senior Business Developer with a track record of over 3 years in the technology sector, complemented by more than 7 years of freelancing experience across various platforms, including Upwork, Fiverr, Freelancer.com, Guru.com, and People per Hour. As a results-driven professional in business development management, my primary emphasis is on surpassing revenue targets and fostering overall business expansion.

I bring a diligent, determined, and devoted approach to business development, possessing the requisite skills to execute tasks effectively. My ambitious mindset, coupled with a penchant for innovative problem-solving, enables me to navigate challenges successfully. Additionally, I leverage effective communication skills to facilitate better understanding and collaboration in diverse professional environments.

WORK EXPERIENCE

Business Development Manager

Webbugs [02/2022 – Current]

As a BDM my job responsibilities include:

1. Project Acquisition:

- Securing projects from diverse platforms including Upwork, Freelancer.com, Fiverr, Guru, Toptal, Clutch, Flexjobs, etc.

2. Lead Generation:

- Generating leads from a variety of sources such as LinkedIn, Sales Navigator, Angellist, Clutch, We Work Remotely, Monster.com, Indeed.com, Idealista, No desk, and similar websites.

3. Data Scraping:

- Utilizing tools like Apollo.io and Seamless.io for data scraping to extract email addresses and enhance lead information.

4. Client Interaction:

- Engaging in effective communication with clients, involving meetings, follow-ups, and negotiations on project costs.

5. Email Marketing:

- Implementing email marketing strategies using platforms like Instantly.ai.

6. Project Monitoring:

- Gathering client requirements and negotiating project costs, followed by regular follow-ups with software engineers to monitor project status.

7. Client Relationship Management:

- Conducting meetings with clients and maintaining ongoing communication through effective follow-ups.

8. Requirements Elicitation:

- Facilitating the requirements elicitation process by documenting and gathering internal stakeholder and client requirements, defining project scope.

9. Feasibility Assessment:

- Collaborating with the strategy team to determine the feasibility of products/projects and contributing to the overall business plan and objectives.

10. Proposal and Portfolio Development:

- Building proposals and portfolios tailored to client requirements, ensuring alignment with project goals and objectives.

Business Development Executive *Reownlogics LLC* [02/2020 – 01/2022]

As a Sr. BDE, my responsibilities include:

1. Marketplace Engagement:

- Bidding on prominent platforms including Upwork, Freelancer, and Guru using company-maintained accounts.

2. Lead Generation:

- Utilizing Sales Navigator on LinkedIn and employing direct techniques to generate leads.
- Strategically planning and implementing sales strategies for effective lead generation.

3. CRM Management:

- Adding acquired leads into the Customer Relationship Management (CRM) system.

4. Client Communication:

- Organizing and participating in meetings with international clients to enhance communication and understanding.

5. Deal Closure:

- Successfully closing new deals through effective negotiation and collaboration.

EDUCATION AND TRAINING

Bs Computer Science

Fast-National University of Computer & Emerging Sciences [08/2016 – 10/2020]

DIGITAL SKILLS

C++ / HTML5/CSS, Javascript / Php and MySQL / Node.js, React.js / Vue.js

Sales Skills

Freelance platforms (Fiverr, Upwork, Guru, Freelance) / Bidding Expert / Lead generation / LinkedIn : LinkedIn Marketing Strategy / Sales Navigator / Verbal & Written Communication / Negotiation / Direct Sales / Email Marketing / Leadership / Decision-making / Team-work oriented / Strategic Planning / Motivated / Time management skills / Critical thinking skills / Creativity

HONOURS AND AWARDS

Achieved Top Rated Plus Seller Award

Upwork LLC

Employee of the Month Award

Reownlogics [10/2021]

Performance Appreciation Award

Highbit Technologies Limited

25K+ Followers on LinkedIn

LinkedIn
