

# Iram Akram

## Senior Business Developer

Experienced Business Developer with a proven track record of over 3 years leading executives, optimizing operations, and increasing revenue. Proficient in client acquisition, contract negotiation, and possessing excellent interpersonal communication skills. Skilled in building relationships and effectively leading teams. Proactive and results-driven, demonstrating a history of meeting and surpassing sales and revenue targets.

## Work History

2021-01 -  
Current

### Business Development Manager

*CoderyOo, Lahore*

- Writing proposals on Upwork.
- Bidding and scheduling meetings.
- Generating leads from LinkedIn.
- Managing leads via Zoho CRM and various platforms for email extraction and validation.
- Employed different job portals and Google for lead acquisition and Sales Navigator for targeted leads.
- Conducted outreach through cold emails and follow-ups, engaging directly with leads and nurturing relationships.
- Collaborated with the sales and marketing departments to support client acquisition.
- Presenting business development concepts to the executive team with thorough presentations on how to approach potential clients.
- Maintained a comprehensive database containing information on business proposals and contacts, while also negotiating, preparing, and signing contracts with clients.
- Working closely with existing clients to facilitate service outsourcing.
- Managed detailed reporting on daily task progress for the business development team and assessed the progress of ongoing project.

## Contact

### Address

54000 Pakistan

### Phone

+923367986265

### E-mail

thisisiramakram@gmail.com

## Skills

Key decision making

Business development and planning

Staff Management

Leadership

Problem Solving

Verbal and written communication

Prospect targeting

Strategic planning

Forecasting ability

Relationship building and management

Goal-setting

Multicultural Understanding

Public speaking and Presentations

Revenue Generation

2019-04 -  
2021-01

Upwork Bidder

Remote

- Targeted well-paying job opportunities from potential clients.
- Writing proposals on Upwork.
- Effective communication with clients.
- Scheduled meetings, and close leads.
- Optimized Upwork profiles to improve ranking within the Upwork algorithms.
- Facilitate existing clients for long-term collaborations.
- Stay updated with the latest trends on the Upwork platform.

Education

2011-06 -  
2013-07

MBA: Human Resources Management

Virtual University - Lahore, Pakistan

LinkedIn

<https://www.linkedin.com/in/iram-akram-73b77324b/>

Languages

English

Urdu