



Zohaib Shehzad

Sr. Business Development Manager

Results-oriented BDM with 4+ years experience leading cross-functional teams to successful project completion. Proven expertise in project planning, execution, and delivery within scope, timeline, and budget constraints. Strong communicator and strategic thinker, adept at aligning project goals with business objectives. Seeking opportunities to contribute dynamic leadership and drive efficiency in a collaborative environment.

Contact

Phone

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Email

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Skills

- Research
- Development and planning
- Software Proficiency
- Relationship building and management
- Attention to Detail
- Goal-setting
- Client Management
- Performance metrics
- Communication Skills:
- Staff Management
- Technical Sales

Experience

The BeeLogix

Sr. Business Development Manager

\$10000+ Revenue generated

Lahore, Pakistan

Nov 2023 - Present

- Develop and execute project plans, ensuring timelines and budgets are met.
- Contribute to strategic planning and market research.
- Act as the primary client contact, ensuring satisfaction and addressing concerns.
- Manage project budgets, contribute to pricing strategies, and negotiate contracts.
- Align project activities with overall business goals and objectives.
- Identify and mitigate potential risks associated with projects.
- Prepare regular reports on project status, business development, and financial performance.
- Provide leadership to project teams and foster a collaborative work environment.
- Evaluate and improve business development processes and strategies.

Cherry Bytes Technologies

Business Development Manager

\$66000+ Revenue generated.

Lahore, Pakistan

Oct 2022 - Nov 2023

- Established relationships with key decision-makers within the customer's organization
- to promote growth and retention.
- Identified and pursued valuable business opportunities to generate new company
- revenue and improve bottom-line profitability.
- Negotiated and closed long-term agreements with new clients in assigned
- territories.
- Generated new business with marketing initiatives and strategic plans

Education

2017-2019

Master in Information Technologies

University of Sargodha

Tools and Tech

- **Project Planning and Tracking:** Microsoft Project, Asana, Trello
- **Communication:** Slack, Microsoft Teams, Zoom
- **Time Tracking:** Toggl, Harvest
- **Task Management:** Jira, Wrike
- **Document Management:** Google Docs/Sheets/Slides: Real-time collaboration on documents, spreadsheets, and presentations, Microsoft Office 365
- **Kanban Boards:** Kanban Tool, Monday.co
- **Gantt Chart Tools:** Instagantt, smartsheet
- **CRM:** Salesforce, HubSpot
- **Risk Management:** RiskWatch, Risk Cloud



Amrood Labs

Business Development Executive

\$90000+ Revenue generated.

Lahore, Pakistan
2021 - 2022

- Generated new business with marketing initiatives and strategic plans.
- Reached out to potential customers via telephone, email, and in-person inquiries.
- Kept meticulous client notes and updated account information in company databases.
- Established key performance indicators to track and analyze business progress and adjust strategies accordingly.
- Developed process to analyze customer feedback to incorporate insights into product development strategies.

KP Leads

Associate Project Manager

Rawalpindi, Pakistan
2019 - 2021

- Contribute to creating project plans and defining scope.
- Facilitate communication and coordinate tasks among team members.
- Monitor and track project progress against timelines.
- Identify and address potential risks to project delivery.
- Maintain organized project documentation.
- Assist in tracking project expenses against budget.
- Collaborate to ensure deliverables meet quality standards.
- Act as a point of contact for clients and stakeholders.
- Provide support to team members as needed.
- Prepare regular status reports for project stakeholders.

Language

English
Urdu

Reference

Reference will be furnished on demand