

NAUMAN TARIQ

Business Development Manager

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SUMMARY

A creative, persistent, agile and driven business development manager who is more than able to nurture relationships with existing clients and to develop new business opportunities. I'm an expert at putting together penetrative marketing strategies that can help businesses to fulfill their potential. On an individual/team level I'm the one who is committed to my own personal development and progression. I have an enthusiastic approach to direct sales.

EDUCATION

Punjab University

MS MASS COMMUNICATION

SKILLS

- Ability to investigate and seek out alternative solutions to problems
- Driving peak performance across all areas of the business
- Able to work closely with Account Management teams in drawing up strategies on how to sell to clients
- Remaining calm under high pressure, and able to meet tight deadlines
- Willing to take ownership and responsibility of all the marketing activities in a company
- Having an in-depth knowledge of computer systems and software relevant to sales and business development
- Developing negotiating strategies for price conscious customers
- Experience in a client facing environment

TECHNOLOGIES

- MEAN MERN
- PYTHON
- BLOCKCHAIN
- METAVERSE
- ELIXIR
- 3D UNITY GAME
- UNREAL ENGINE
- IOS/ANDROID DEVELOPMENT
- SOCIAL MEDIA MARKETING

PROFESSIONAL EXPERIENCE

BUSINESS DEVELOPMENT MANAGER

DYCODERS / Collaboration with INVOZONE | Jan 2023 - Present

- Having overall responsibility for achieving weekly KPIs in client management, sales and pipeline activity. Also in charge of implementing changes to help the company reach its full potential, and of increasing businesses market share within existing markets and also successfully penetrating new markets
- Conducting professional presentations of new proposals
- Anticipating market trends so that the company keeps and enhances its competitive advantage
- Presenting convincing business and financial arguments to customers
- Responding quickly and efficiently to all sales enquiries
- Working closely with the company's operations and marketing teams
- Reviewing business plans against actual results and then trying to determine reasons for any deviations

TEAM LEAD

Kryptomind | 2020 - 2022

- Responsible to generate new business opportunities through lead generations via freelance platforms/linked in; industry conferences and written tender process. A large part of my role is to develop and maintain a great relationship with council committees and to provide them with suitable solutions to help improve internal processes by providing a customized demonstration of the system functionalities; on-site training and aftersale technical support. Managed Trivanto full operation in Australia including New Business Generation, Account management, aftersale technical support

TEAM LEAD

CROWNCONCEPTS | 2016 - 2020

- Worked to identify and develop breakthrough technologies that create innovative products for our athletes.
- Adept in working collaboratively with team members to design and execute innovative models that enhance manufacturing initiatives.
- Created and fostered long-lasting business partnerships that played a key role in company success. Successfully identified emerging trends and leading innovation, leading to successful business developments on our end.