

Muhammad Assad Murad

Business Development Manager

To strive for excellence by working in such an environment where I can enhance my knowledge and career, as well as apply my managerial skills according to my caliber and efficiency. To serve in the best possible way with sheer determination and commitment

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📍 Islamabad, Pakistan

WORK EXPERIENCE

Business Development Manager Cyber Peak Solutions

12/2020 - Present

Achievements/Tasks

- Focused Business Development Manager with exceptional planning and implementation capabilities. --Highly trained in computer science with an in-depth understanding of user requirements gathering and market trends. Adept at cultivating managing and leveraging client relationships.

Business Development Manager Hybrid MediaWorks

05/2023 - 08/2023

Achievements/Tasks

- Proven track record in generating new business opportunities and increasing market share. Skilled in market research, client prospecting, and relationship management. Consistently exceeded targets and closed significant deals and contracts. Conducted market analysis and identified emerging opportunities. Collaborated with cross-functional teams to align business objectives and ensure project success. Actively participated in industry events to expand company presence and generate leads. Strong communication and negotiation skills to foster valuable client relationships.

Business Development Manager Enigma Softsol

11/2023 - Present

Achievements/Tasks

- I possess a proven track record of effectively generating new business opportunities and expanding market share. My expertise lies in conducting thorough market research, prospecting clients, and managing relationships. Throughout my career, I have consistently surpassed targets and successfully closed significant deals and contracts. By conducting comprehensive market analyses, I have been able to identify emerging opportunities and capitalize on them. Additionally, I have collaborated closely with cross-functional teams to align business objectives and ensure project success. Actively participating in industry events has allowed me to enhance our company's presence and generate valuable leads. With strong communication and negotiation skills, I am adept at fostering meaningful client relationships.

SKILLS

Business to Business (B2B)

Sales

Business Development

Communication

Upwork

Time Management

Team Management

Glass Door

Indeed

PERSONAL PROJECTS

Famigo (FYP)

- FamiGo is an android base app integrated with hardware. The domain that we covered is based on security. It can be a great help for the parent especially for the mothers who are conceiving because child kidnapping is a major problem in our government hospitals because no one gives its full attention towards nursery. For security purpose we use a temp sensor and push buttons and distance which can detect any sort of tampering. If anyone come to the infant with the wrong deed the sensor and push buttons will generate alarm and message received on parent's, doctor, staff phone.

EDUCATION

BS(IT)

PMAS, Arid Agriculture University Rawalpindi

10/2015 - 03/2020

ORGANIZATIONS

INTERESTS

Music

Cricket

Movies