

ABDUL MOIZ

BUSINESS DEVELOPER

CONTACT



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+92 3168563719

SKILLS

- Lead Generation
- Reporting and Analysis
- Project Bidding
- Microsoft Office
- Problem Solving
- Negotiation
- Communication
- Team Management
- People Management

MANAGEMENT

- Click up
- Jira
- Asana
- Monday
- Hubspot

STRENGTHS

- Leadership
- Time Management
- Team building
- Adaptability
- Problem Solving
- Communication

ABOUT ME

Experienced Business Developer with a track record of over 2 years in driving business growth and fostering client relationships. Skilled in identifying opportunities, negotiating contracts, and delivering tailored solutions. Proficient in strategic planning, market analysis, and effective communication to achieve outstanding results.

WORK EXPERIENCE

Business Developer

Edge Solutions | April 2023 - Present

- Managed the sales pipeline to ensure a consistent flow of new business opportunities.
- Identified gaps in the sales funnel, by actively monitoring KPIs and sales process.
- Negotiated contracts and deals with clients, ensuring that all terms are met by both parties.
- Maintained up-to-date knowledge of sales strategies and product offerings in return of higher revenues.

Business Developer

Prime Tech | FEB 2022 - March 2023

- Fostered strong and long lasting relationships with local and international clients by facilitating and providing deliverables on promises by maintaining consistency.
- Served as point of contact for customer resolution without higher management involvement. Exceeded assigned targets by exhibiting compassion for customer and their problems.
- Trained sales trainees with best customer handling practices and management tools.
- Engage with clients to assess project requirements and negotiate terms.

EDUCATION

BS (Hons.) Information Technology
NCBA&E