

MOHAMMAD ADIL

BUSINESS DEVELOPMENT EXECUTIVE

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OBJECTIVE

A dynamic professional known for leveraging a comprehensive understanding of market dynamics and industry trends to identify new business opportunities and cultivate long-term relationships with clients.

EXPERIENCE

Digitify Ltd. JUNE 2023 TO PRESENT

BUSINESS DEVELOPMENT EXECUTIVE

Responsibilities include:

- Lead generation
- Analyzing business requirements
- Maturing leads
- Negotiation
- Proposal writing
- Reaching sales targets within the given timelines
- Managing project deliverables and timelines

- Client & team coordination

VAPOR VM NOV 2021 TO June 2023

BUSINESS DEVELOPMENT EXECUTIVE

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Tech Implement April 2019 TO OCT 2021

BUSINESS DEVELOPMENT EXECUTIVE

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ESIPICK OCT 2015 TO March 2019

BUSINESS DEVELOPMENT EXECUTIVE

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EDUCATION

UNIVERSITY OF CANBERRA

Bachelor of Business Informatics

January 2011 TO December 2013

SYDNEY INSTITUTE OF ERP

SAP Certified Application Associate - Business Intelligence with SAP NetWeaver
7.0 January 2014 TO June 2015

PROJECT MANAGEMENT INSTITUTE (PMI)

Project Management Professional
Certification May 2021 TO August 2021

SKILLS

Proposal Writing

9/10

Client Communication

9.5/10

Estimation

8.5/10

Contract Negotiation 9/10

Deal Closure

