


# Ahmed Bin Riaz (Business Development Manager)

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## Summary

Experienced and results-driven professional in Business Development, adept at recognizing avenues for growth, cultivating strategic alliances, and propelling revenue expansion. Possessing extensive proficiency in scrutinizing market dynamics, conducting meticulous research, and devising impactful strategies. Demonstrated history of fostering robust client partnerships and collaboration, with a remarkable aptitude for securing advantageous deals and contractual agreements. Strong communication and presentation prowess, enabling influential engagement with key decision-makers. Dedicated to augmenting market footprint and delivering concrete achievements to ensure sustained business prosperity.

## Experience

### Business Development Manager

K9-Technologies

Feb 2024 – Present

Experienced Business Development Manager adept at driving revenue growth through strategic partnerships and client relations. Skilled in market analysis, project management, and deal closure. Proficient in utilizing platforms like Upwork, Fiverr, and LinkedIn Sales Navigator for business development and lead generation. Strong in B2B relations, CRM, and various marketing channels. Dedicated to delivering results and expanding market presence.

### Business Development Manager

Beyond Eris Solutions (2.5 years)

Aug2021–Jan 2023

Experienced Business Development Manager skilled in identifying growth opportunities, forging strategic partnerships, and driving revenue growth. Expertise in analyzing market trends, conducting market research, and developing effective strategies. Proven track record of building and nurturing strong client relationships. Collaborative and results-oriented, with a talent for negotiating deals and contracts. Excellent communication and presentation skills to influence key stakeholders. Committed to contributing to long-term business success by expanding market presence and delivering tangible results.

### Digital Marketing Manager

Beyond Eris Solutions

Aug 2021- Jul 2022

A professional Digital Marketing Expert with more than 1 year of experience. I have completed my bachelor's in Software Engineering. My expertise are as follows: - SEO (On-Page, Off-Page & Technical-SEO) - Social Media Marketing (Facebook Ads & Instagram Ads), Email Marketing, ShopifyProduct Listing & hands-on experience in Mircosoft Excel.

## **Shopify Product Listing** **CELEBSHOP**

Jan 2021 - Jul 2021 (7 months)

I have worked as a Shopify Product Listing Specialist, specializing in creating compelling product descriptions that drive sales and enhance the customer experience. With my expertise in e-commerce best practices, I optimized product titles, images, and descriptions to increase visibility and improve conversion rates. Utilizing Shopify's platform and tools, I effectively managed inventory and ensured accurate listings. My primary objective was to help businesses maximize their online presence and revenue through effective Shopify product listings.

## **Business Development Executive** **Harvest Group**

Sep 2020 - Dec 2020 (4 months)

Experienced Business Development Executive specialized in marketing and sales calls, and meetings arrangement. Skilled in identifying new opportunities, building relationships, and maximizing revenue. Effective communicator with strong organizational abilities. Committed to delivering exceptional results and contributing to business growth.

## **Education**

### **Superior University** Software Engineering 2016 - 2020

## **Licenses & Certifications**

### **Microsoft Office 365**

## **Skills**

• Business Development • Business Meetings • Partner Relationship Management • Client Relations  
• Sales • Project Management • Upwork • Fiverr • Freelancers.com • Angellist • Welfound •  
LinkedIn Sales Navigator • Deal Closure • Email Marketing • Digital Marketing • WhatsApp  
Marketing • Project Management • Project Deliveries • Client Calls • Business Proposals • NDA  
& Agreements • Inbound Leads • Outbound Leads • B2B Relations • SMEs, SMBs, & Large  
Enterprises • Customer Relationship Management (CRM) • Perfex CRM & Bitrix24 • Team  
Management • Strategies • Planning • IT /Software Based Tech-Stack • Custom Software  
Development • Custom Web Solutions • Staff Augmentation • Technical Talent Hunting