

Umar Umais

Sr. Business Development Executive

CONTACT

+92 3184595728

umar.sagi06@gmail.com

Lahore, Pakistan.

SKILLS

- B2B Sales
- B2C Sales
- Project management
- Good Communication Skills
- Lead Generation
- Cold Calling
- Upwork Bidding
- Research & Strategy
- Good Client Relationship
- Telemarketing Expert
- Proficient in using CRMs
- Tools : Apollo, HubSpot, Sales Navigator, Lusha, Lucrative, SimilarWeb etc.

Education

BACHELOR IN
COMPUTER SCIENCE

PROFESSIONAL SUMMARY:

Sr. Business Development Executive with over 5 years of experience driving business growth across diverse markets in the USA, UK, and the Gulf region. Proven ability to identify and secure new business opportunities, build strong client relationships, and develop strategic partnerships that contribute to revenue expansion. Skilled in market research, competitor analysis. Adept at navigating cross-cultural business environments and effectively communicating across diverse teams.

Professional Experience

Sr. Business Development Executive

Nov 2023 - Present

Devsinc

Responsibilities:

- Found ideal clients with various methods including Lead generation, Cold Calling and Email Marketing
- Developed strong relationships with potential clients by understanding their specific needs and pain points.
- Managed the sales cycle from initial contact to contract signing.
- Identified and developed strategic partnerships with other companies that can complement the software's offerings.
- Tracked sales performance and analyze market trends to identify new opportunities for growth.

CERTIFICATE

- Business Communication Program
- Foundations of Digital Marketing and E-commerce
- Attract and Engage Customers with Digital Marketing

PROFESSIONAL DEVELOPMENT

- Franklin Covey's Time Management
- Franklin Covey's 7 Habits

Business Development Executive

April 2023 - Oct 2023

Tecces Augmentation

Responsibilities:

- Managed In-bound and Out-bound sales calls with Talent Acquisition Managers, HR Managers, CEO's and Founders.
- Managed the entire communication during hiring cycle (For W2, 1099, C2C, B2B and Full Time job roles).
- Managed all the records of companies through CRM (HubSpot).
- Generated sales qualified leads from different platforms (LinkedIn, Simply Hired, Glassdoor, Upwork, Indeed, Dice, Workable, Well found and Zip recruiter).

Business Development Executive

Jan 2023 -March 2023

Billionaire Investment Group

Responsibilities:

- Managed In-bound and performed Outbound calls with customers and present products (Home Buying/selling).
- Booked appointments with potential prospects.
- Product marketing through social media campaigns.
- Generated leads from Facebook and Instagram.

Sr. Sales Representative

Jan 2019 - Dec 2022

MedAid Plus

- Performed outbound sales calls to sell products.
- Built positive relationships with customers to encourage repeat business and loyalty to the company.
- Contributed to sales team meetings and discussions, sharing insights and suggestions.
- Tracked sales performance and identify opportunities to improve point-based sales strategies with CRM.