

Muhammad Asad Saleem

Business Development Executive / Upwork Bidding Specialist

Dynamic Business Development Executive with 2+ years in Upwork bidding and SaaS sales. Adept at analyzing client requirements and aligning them with innovative software solutions. Specialized in leveraging technology insights to identify and exploit strategic growth opportunities, aiming to connect businesses with advanced software technologies for transformative success.

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Lahore, Pakistan

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WORK EXPERIENCE

Business Development Executive TransData

10/2023 - 01/2024

Lahore, Pakistan

Responsibilities

- Managed and enhanced business development activities at TransData, specializing in Upwork proposal writing and bidding, leveraging a solid two-year background in this area.
- Developed and implemented strategies for client acquisition and retention, contributing to steady growth in clients and revenue.
- Worked closely with team members and the Team Lead to improve teamwork and project coordination.
- Performed market research and analysis to identify new business opportunities, aligning with company objectives and market trends.

Business Development Executive Dev Blends

01/2023 - 09/2023

Lahore, Pakistan

Responsibilities

- Identified and pursued potential business opportunities, crafting and submitting compelling proposals and bids to secure projects.
- Conducted comprehensive market research to stay abreast of emerging trends, leveraging this insight to pinpoint new business prospects.
- Fostered and maintained strong relationships with existing clients, while actively expanding my client base.
- Collaborated closely with technical teams to assess project feasibility, and strategically adapted to competitor strategies, ensuring regular updates and reports on bid progress and sales achievements.

Upwork Bidding Specialist Coder Feast

01/2022 - 12/2022

Lahore, Pakistan

Achievements/Tasks

- Analyzed client requirements on Upwork, identifying suitable bids for software services, and prepared persuasive proposals that effectively showcased the value proposition of our solutions.
- Successfully negotiated terms and conditions of service agreements, focusing on client satisfaction and ensuring business profitability.
- Maintained strong client relationships to foster repeat business and referrals, while strategically achieving a high rate of successful bids through competitive bidding techniques.
- Continuously monitored market trends and the latest software offerings to refine bid strategies, and tracked bid performance for ongoing enhancements.

SKILLS

Strategic Upwork Bidding

RSS Feeds

Client Requirement Analysis

Fiverr

Software Service Sales

Communication Skills

Market Research

Problem Solving

Project Management

Time Management

Microsoft Office

Positive Attitude

LinkedIn Sales Navigator

Data Scrapping

Freelancer

RSS Feeds

PeoplePerHour

EDUCATION

ADP in Computer Science The Superior College, Lahore

09/2022 - Present

LANGUAGES

English

Professional Working Proficiency

Urdu

Native or Bilingual Proficiency

REFERENCES

References will be provided upon request.