ZAKIR ULLAH

Business Developer, Lead Generator, Data Entry

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# WORK EXPERIENCE

**RT Tech Solutions**

**Lahore**

BUSINESS DEVELOPER

#### Responsibilities:

**July 2023 - PRESENT**

# LANGUAGES



English Urdu Pashtu

# OBJECTIVE

To leverage my expertise as a versatile Business Developer, Lead Generator, and Data Entry Specialist in a dynamic professional environment. Eager to apply my strategic thinking and meticulous attention to detail to drive business growth, generate high-quality leads, and ensure accurate and organized data management. Seeking a challenging role where I can contribute my skills to enhance operational efficiency, cultivate valuable relationships, and play a pivotal role in achieving the strategic goals of a progressive organization.

* Conducted thorough market research to identified potential clients and industries where ServiceNow solutions are in demand.
* Analyzed competitors and identified gaps in the market that your team can address.
* Attended industry conferences, seminars, and networking events to connect with potential clients, ServiceNow developers, and key decision-makers.
* Leveraged online platforms like LinkedIn to build and nurture professional relationships.
* Identified potential business partners, such as IT consulting firms or technology service providers, and explored collaboration opportunities to expand the reach.

#### RT Tech Solutions Lahore July 2023 - PRESENT Lahore

Lead Generator

**Responsibilities:**

* Executed comprehensive lead generation campaigns, utilizing various channels such as email marketing, social media, and cold calling to identify and qualify potential clients.
* Collaborated with sales and marketing teams to develop targeted messaging and promotional materials, ensuring alignment with company goals and objectives.
* Conducted thorough market research to identify industry trends, competitor activities, and potential areas for business growth.

# EDUCATION

### (Board of Technical & Commerce Education. KPK-2023

DIT,

### PCA & MC Sarozai

2017

FSC PRE-MEDICAL,

### *Govt. Higher Secondary School Karbogha Sharif. 2021

MATRIC, SCIENCE

# SKILLS

(MS Office) MS Excel MS Word MS Access

(Data Entry)

Web Research

Web Scraping

(Graphic Designing) PhotoShop (Basics) Illustrator (Basics) Figma (Basics)

# Hobbies

Playing Cricket

Books Reading

Watching Movies

#### BlueBird College Doaba Jun 2022 – Jun 2023

Data Entry

**Responsibilities:**

**Data Entry and Management:**

* + Provided timely reports on students' weekly tests, aiding in performance analysis.

## Results Tracking:

* + Created and distributed result cards summarizing academic achievements for students.
  + Implemented data analysis skills to generate informative reports on students' performance.

## Web Research and Scraping:

* + Conducted web research to gather relevant information for various projects and reports.
  + Utilized web scraping techniques to extract data for analysis, enhancing efficiency in information retrieval.

## General Data Handling

* + Demonstrated proficiency in copy-pasting tasks with a keen eye for detail.
  + Engaged in data validation processes, ensuring data accuracy and integrity.

## Organizational Documentation:

* + Contributed to the organization by efficiently managing daily income and expense vouchers.
  + Played a key role in creating and maintaining organized and detailed academic and financial records.

## Communication and Collaboration:

* + Collaborated with team members to compile and organize data effectively.
  + Ensured effective communication of data requirements and specifications.