

FIZZA ASIF

BUSINESS DEVELOPER

CONTACT

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INTRODUCTION

I am a results-driven Business Development Executive & Upwork Bidder with 4+ years of experience in client acquisition, freelance platform management, and revenue growth. I have secured 80+ deals, generating \$210,100 in revenue with a 20% response rate and 15% project win rate. Skilled in lead generation, contract negotiation, and client relationship management, I have also trained and mentored 5+ resources while successfully scaling operations and closing high-value deals.

EDUCATION

B.Sc in Business Administration

National University of Modern Languages

2018 - 2022

F.Sc. Pre Engineering

Punjab Group of Colleges

2016 - 2018

EXPERIENCE

Business Development Executive

Geniteam Solution

Oct 2023 - Present

- Achieved a 20% response rate on both agency and individual profiles.
- Maintained a 15% project winning rate, securing over 30 successful deals.
- Generated \$100,000 in revenue using two profiles.
- Managed client relationships from initial contact to project completion.
- Oversaw end-to-end project management, including planning, execution, and coordination with cross-functional teams.
- Negotiated contracts and ensured client satisfaction.
- Trained and mentored 3 resources, enhancing their client communication and project management skills.
- Scheduled and attended client meetings to discuss project requirements and close deals.

SKILLS

- Lead Generation
- SaaS Sales
- IT & Software Development Sales
- Game Development Services (Unity, Unreal Engine)
- Web & Mobile App Development Sales
- AI & Blockchain Sales
- Client Acquisition
- Sales Strategy
- Market Research
- Proposal Writing
- Account Management
- Negotiation & Closing Deals
- Profile & Gig Optimization
- Project Pricing Strategies
- Client Communication & Retention
- Team Leadership
- Training & Mentorship
- Strategic Planning
- Problem-Solving

Upwork Bidder

Argon Tech

May 2023 – Oct 2023

- Achieved a 15% response rate on submitted proposals.
- Maintained a 5% closing rate, successfully converting leads into projects.
- Generated \$10,000 in revenue through strategic bidding.
- Assisted the team in acquiring new clients by leveraging their skills and experience.
- Wrote daily cover letters to maximize outreach.
- Generated leads and converted potential clients into projects.

Sales Executive

Nextbridge Pvt Ltd.

Dec 2022 – May 2023

As a Sales Executive at Nextbridge Pvt Ltd for the Alibaba.com team, I excelled in B2B sales generation by identifying leads and successfully closing deals, contributing to a remarkable revenue generation of \$3500.

Business Development Executive

Soflo Digital

August 2022 - Dec 2022

- Managed Fiverr and two Upwork profiles focused on tech stacks
- Achieved a 20% response rate on both agency and individual profiles.
- Maintained a 15% project winning rate, securing over 5 successful deals.
- Generated \$8000 in revenue using one profile.

Business Developer

Freelancer

July 2021 - Aug 2022

I worked with a software engineer to acquire new clients by leveraging his skills and experience.

- Achieved a 20% response rate on submitted proposals.
- Maintained a 15% project winning rate, securing over 20 successful deals.
- Generated \$50000 in revenue through strategic bidding.