AMNA SHAHZADI

ABOUT ME

I am a results-orientedBusiness Developer with a Bachelor's degree in Software Engineering and pursuing a Master's in Computer Science from NUST. With a strong foundation in technology and business acumen, I specialize in identifying growth opportunities, driving revenue, and building strategic partnerships. My ability to bridge technical expertise with business strategies ensures innovative solutions that align with market trends.

EDUCATION

Master's in Computer Science (Ongoing)
NUST, Islamabad
2024-2026

Bachelor's in Software Engineering
COMSATS University, Sahiwal Campus
2020 – 2024

SOFT SKILLS

- Client Relationship Management
- Proposal Writing and Presentation
- Management Skills
- Creativity
- Digital Marketing
- Negotiation
- Critical Thinking
- Leadership

LANGUAGE

- English
- Urdu

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- h13 islamabad

EXPERIENCE

Business Developer
Scaleable Solutions
Generated leads for AI and Microsoft services like Azure, Dynamics 365, and Copilot Studio using Apollo.
Collaborated with the tech team to align solutions with client needs.
Managed outreach and client communication via Upwork.
Created proposals and supported client onboarding.
Market research for finding new potential clients.

Business Developer   20-04-2024 - 09-30-2024
Subrays Pvt. Limited
Developed and implemented business strategies to expand the company's market presence.
Generated leads through social media platform like Fiver, enhancing client acquisition.
Collaborated with the technical team to align project goals with client requirements.
Negotiated contracts and maintained long-term client relationships.

Business Developer   01-11-2024- 15-01-2025
Code Huddle

Assisted in identifying and pursuing new business opportunities.
Conducted market research to understand client needs and industry trends.
Supported in preparing proposals and presentations for potential clients.
Strengthened client relationships through consistent communication and follow-ups.

Social media Marketing Manager   01-06-2023 - 01-12-2023
HelloDev

Managed and optimized social media campaigns to increase brand awareness.
Created and curated engaging content to drive user interaction and retention.
Analyzed performance metrics to refine social media strategies.

Lead Generation   01-03-2023 - 20-05-2023
Remote through FaceBook

TECHNICAL SKILLS

- Business Development
- Upwork Bidder
- Lead Generation
- Social Media Management
- UI/UX Design
- Market Research and Analysis