



# Ahmed Jamal Asif Asif

Business  
Developer/Management

## Contact

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[Bold Profile](#)

## Languages

English

Urdu

## Skills

Customer Service

Client management

Business planning

Prospect targeting

Strategic-thinking business developer with a proven track record of turning around inefficient, underperforming operations and transforming them into successful enterprises. Skilled in effective communication and building high-performing teams that consistently exceed expectations. Committed to continuous improvement and achieving market-leading results. Dynamic and driven business development professional excelling at motivating and inspiring employees to achieve optimal performance. Known for natural leadership abilities and solving complex problems. Experienced in product testing, management, and development of new business opportunities.

## Work History

2025-05 -

Current

### Business Development Manager

*Sprouto, Lahore, Punjab, Pakistan*

- Generated new business with marketing initiatives and strategic plans.
- Reached out to potential customers via telephone, email, and in-person inquiries.
- Conducted comprehensive market research and analysis to identify emerging trends and potential areas of expansion.
- Developed customized solutions for clients based on a deep understanding of their unique pain points, delivering exceptional value and driving repeat business.
- Led cross-functional teams to successfully execute complex projects, ensuring timely delivery and client satisfaction.
- Analyzed performance metrics to identify areas for improvement and implement corrective actions.
- Enhanced internal communications, implementing new intranet platform for more efficient information sharing.
- Took Inbound clients and handled them.

2025-02 -

Current

### Business Development (Part Time)

*Patchwork Digital, United Kingdom (Remote)*

- Excellent communication skills, both verbal and written.
- Self-motivated, with a strong sense of personal responsibility.

Sales leadership	
Business generation	
Revenue generation	
Sales strategy	
Business Process Management	
Relationship building	
Team leadership	
Negotiations	
Project management	

2024-07 -  
Current

- Upwork bidding
- Proven ability to learn quickly and adapt to new situations.
- Skilled at working independently and collaboratively in a team environment.
- Managed time efficiently in order to complete all tasks within deadlines.
- Worked effectively in fast-paced environments.

### Business Developer

Artilence, Lahore

- Software house entirely subjected towards AI/ML, AI agents and AI based services and solutions.
- Closed leads in B2C worth \$100,000 and leads worth \$500,000 in B2B.
- Negotiated and closed long-term agreements with new clients in assigned territory.
- Conducted extensive market research to identify potential leads and develop targeted marketing strategies.
- Prospected for new business opportunities via cold calling, using lead generation lists and networking.
- Developed strong relationships with key clients for improved customer satisfaction and long-term partnerships.
- Secured high-profile contracts through effective negotiation skills, resulting in significant revenue growth for the company.
- Mentored junior team members, fostering a culture of continuous learning and professional development within the department.

2023-04 -  
2024-03

### Business Development Manager

Medsync Labs, Lahore

- Generated new business with marketing initiatives and strategic plans
- Consistently met or exceeded monthly quotas through diligent prospecting efforts, relentless follow-up activities, and expert negotiation skills
- Negotiated and closed long-term agreements with new clients in assigned territory
- Increased client base by identifying new business opportunities and cultivating strong relationships with key decision makers

- Conducted comprehensive market research and analysis to identify emerging trends and potential areas of expansion
- Developed customized solutions for clients based on a deep understanding of their unique pain points, delivering exceptional value and driving repeat business

2023-02 -  
2023-05

## **Product Specialist**

*Ferozsons Laboratories, Lahore*

- Boosted customer retention by providing exceptional product support and addressing user concerns.
- Assisted with demonstrations for product to showcase functionality
- Boosted customer retention by providing exceptional product support and addressing user concerns
- Supported sales representatives during client meetings by providing expert knowledge on specific features or functionalities of the given product line
- Increased the area sales to 130%
- Researched product's technical specifications and accurately communicated information

2022-10 -  
2023-01

## **Customer Service Representative**

*Ibex, Lahore*

- Demonstrated empathy and active listening skills, resulting in a higher rate of customer satisfaction and repeat business
- Developed strong relationships with clients by understanding their needs and preferences, fostering long-term loyalty
- Answered constant flow of customer calls with minimal wait times
- Responded to customer requests for products, services, and company information
- Streamlined communication between departments, ensuring timely resolution of customer concerns
- Enhanced customer satisfaction by promptly addressing inquiries and resolving issues efficiently
- Resolved customer complaints with empathy, resulting in increased loyalty and repeat business.

- Managed high-stress situations effectively, maintaining professionalism under pressure while resolving disputes or conflicts.

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## Education

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2018-05 -  
2022-06

### **Bachelor of Science: Biotechnology**

*University of Central Punjab - Lahore, PB*

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## Certifications

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Business development for startups and tech companies - Udemy

Sep 2024