

Muhammad Basit Ullah

Business Development Representative

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Results-driven business development representative with over 2+ years of experience in prospecting, closing deals and project management. Proven record of leveraging sales tools to drive sales efficiencies and increase revenue. Seeking a dynamic and challenging role to challenge myself and contribute to business success.

AREAS OF EXPERTISE

- Business development
- Territory expansion
- Account Management
- Problem-solving
- Data analysis
- Cold calling
- Prospecting
- Salesforce & CRM tools
- Salesforce and Outreach

KEY ACHIEVEMENTS

Market Expansion: Market Expansion: Identified untapped markets and led the successful launch of three new product lines at HubSpot, generation 1.5M PKR in revenue within six months.

Revenue: Successfully implemented a new pricing strategy at HubSpot, increasing average deal size by 15% and generating an additional 3,000,000k in revenue within a year.

PROFESSIONAL EXPERIENCE

HUBSPOT | Business Development Representative | UK, London 2020-2023

- Developed and executed a targeted outreach campaign that resulted in 50 new high-value clients, contributing to a 20% increase in revenue over two quarters.
- Implemented a new pricing strategy that increased average deal size by 15 £750k in revenue over the course of the year.
- Conducted thorough market research and identified untapped ma launch of three new product lines that generated £1.5M in year.

EDUCATION

Institute Of Business Administration Karachi, Dean's List 3.50 CGPA
ACCA- Part Qualified

ADDITIONAL SKILLS

Project Management Foundations Certificate, Learning to Write Marketing Copy Certificate, Marketing: Copywriting for Social Media Certificate, Learning HubSpot CRM Certificate, CRM Basics: Unlock Business Growth through Relationships Certificate, Salesforce Certified Administrator Certificate, Microsoft Office 365, Adobe Photoshop, Video Editor.