Usama Sakhawat

Business Developer

I am a dynamic Business Developer with a passion for driving growth and innovation. With a proven track record in identifying untapped opportunities , I thrive on the excitement of expanding business horizons. My strategic mindset, combined with exceptional communication skills, allows me to build strong connections with clients and stakeholders. I'm committed to staying ahead of market trends and leveraging cutting-edge strategies to achieve remarkable results.

✉ usamasakhawat@189gmail.com   📱 03055107938   📍 Lahore, Pakistan, Pakistan

EDUCATION

F.Sc
GCB Lahore Cantt
04/2017 - 04/2019

Software Engineering
Lahore Garrison University
09/2020 - Present
Courses
- Software Engineering
- Data Structures
- Object Oriented Programming
- Requirement Engineering
- DBMS

WORK EXPERIENCE

Business Developer
Trainnovative Software Company | Business Developer 2021
01/2021 - 01/2022
Achievements/Tasks
- Strategize ways to build market share, increase revenue and acquire success through innovative developments in orgnizational structure.
- Facilitate monthly sales presentations to audience.
- identify ways to build brand awareness through engaging campaigns that establish the company reputation.
- Establish Product Loyalty through continual efforts to build rebrand modify and increase product offerings in a way that is honest competitive and true to company mission.

Business Developer Executive
Blinkers Company
02/2022 - 01/2023
Achievements/Tasks
- Biding on Software Development Projects and Sending Proposals.
- Market Research and Analysis.
- Negotiation of different Problems.

SKILLS

Sales and Negotiation   Market Research   Relationship Building   Communication   Strategic Thinking   Problem Solving   Adaptability   Project Management   Teamwork   Creativity

PERSONAL PROJECTS

Web Development

ORGANIZATIONS

Trainnovative (01/2021 - 01/2022)

Blinkers (02/2022 - 01/2023)

CERTIFICATES

Project Management Professional (2021)

LANGUAGES

English
Professional Working Proficiency

Urdu
Full Professional Proficiency

INTERESTS

Business Strategy and Development

Sales and Negotiation Techniques   Market Research

Networking and Relationship Building