

ABDUL MANAN

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UPWORK BIDDER

I'm a Business Developer who thrives on helping businesses win projects on Upwork. I specialize in creating personalized proposals that grab attention and connect with clients. By optimizing profiles and reaching out in the right way, I help clients attract the right opportunities.

WORK EXPERIENCE

- **Freelance Marketing & Bidding Specialist (Upwork | 2024 – Present)** – Secured high-value contracts, including a \$15,000 e-commerce project, and ensured seamless collaboration with clients in the USA, UK, and Australia.
- **Business Development Specialist (Specscale | 2022 – 2024)** – Secured a \$20,000 CRM project and improved bidding efficiency by 30%.
- **Bidding and Sales Manager (Webso Agency | 2021 – 2022)** – Closed a \$12,000 SaaS project and implemented a strategic bidding calendar, boosting success rate.
- **Freelance Project Coordinator (TechnoPulse | 2020 – 2021)** – Delivered a \$10,000 AI chatbot project for retail, increasing sales by 25%.

SKILLS

- Proposal Writing
- Client Acquisition
- Market Research
- Bid Management
- Proposal Customization
- Project Scoping

EDUCATION

Bachelor of Science in Computer Science

Oct 2017 - Sept 2021

- 2.9 CGPA
- Focused on programming languages, data structures, algorithms, and software development principles.
- Gained hands-on experience with web development, database management, and computer networks.

INTERESTS

- Machine Learning
- Software Engineering
- Startups
- Data Science
- Automation
- Gaming

CERTIFICATES

- Freelancing – Digi Skills
- WordPress Website Designer – Digi Skills
- Sales Expert – Bidders Pro