Bekzod Boymirzaev

📍 **Kuala Lumpur, Malaysia.**
📞 **+6017 565 8583**
✉ **bek.boymirzaev@outlook.com**
in **linkedin.com/in/iambek**

PROFESSIONAL EXPERIENCE

Regal Global Sdn. Bhd, Malaysia   **2022 – present**
Business Development Manager
- Spearhead business development efforts, securing high-profile deals and contributing to a 20% increase in sales revenue.
- Proficiently managed various roles: Business Development, Assistant Front Office Manager, Customer Success Manager, and Real Estate Broker, fostering seamless company operations and growth.
- Drive lead generation and customer acquisition rates by implementing streamlined sales processes and innovative marketing strategies.
- Led B2B expansion with government organizations, travel agencies, and negotiations, fuelling company growth and securing 10 strategic partnerships.

MAXPRODUCT, Uzbekistan   **2019 – 2022**
Business Development Manager
- Orchestrated significant growth by acquiring 70+ new customers(B2B) during the 2019 – 2020 business years.
- Achieved an impressive 138% revenue increase in the 2020 business year through strategic planning and effective execution.
- Enhanced online presence and conversion rates by revamping the company's website copy and optimising user experience.

Hair+, Malaysia   **2017 – 2019**
Sales and Customer Service Executive
- Drove sales growth by delivering exceptional customer service, showcasing strong product knowledge, and building lasting client relationships.
- Collaborated with the marketing team to develop and execute effective promotional strategies, resulting in increased brand awareness and customer acquisition.
- Contributed to revenue targets by consistently meeting and exceeding sales quotas.

EDUCATION

Cardiff Metropolitan University – Malaysia / United Kingdom   **2016 – 2019**
- Bachelor of Arts with Honours in Business Studies

CERTIFICATIONS

- Oracle Cloud Infrastructure 2023 Foundations Associate (1Z0-1085-23)
- Oracle Financials Business Process Foundations Associate Rel 2 (1Z0-1107-2)
- Oracle HCM Business Process Certified Foundations Associate Rel 2
- Microsoft Licensing Fundamentals

LANGUAGES

- Uzbek – Native
- Russian – Fluent
- English – Fluent
- Malay – Intermediate
- Turkish – Intermediate

SKILL

- Time Management
- Teamwork
- Problem Solving
- GTM Strategy
- Market Research
- Project Management
- Communication & Negotiation
- MS Office
- Contracts (RFI/RFQ/RFP)
- CRM (Salesforce, Zoho)
- JavaScript (NodeJS, NestJS, ReactJS)
- Python
- SQL (PostgreSQL)
- Docker
- MongoDB Atlas
- VSCode/Terminal
- Microsoft Azure
- SAP S/HANA Public Edition