

MESUM BIN SHAUKAT

BUSINESS DEVELOPMENT SPECIALIST

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PROFILE

I am a Business Development Specialist with expertise in B2B lead generation, client relationship management, and sales funnel optimization. I help businesses scale by implementing growth strategies and sales automation tools.

SKILLS

- **CRM & Sales:** HubSpot, Salesforce, Zoho CRM
- **Negotiation & Closing:** Client Pitching, B2B Outreach, Email Sales
- **Marketing Automation:** LinkedIn Outreach, Cold Email Campaigns

EXPERIENCE

CEO & LEAD DEVELOPER

World Of Tech
(2023-Present)

- Leading the technical team to build scalable web solutions
- Managing project development lifecycle from planning to deployment
- Overseeing business growth strategies and client relations

BUSINESS DEVELOPER

Prime Vertex Softwares
(2024-Present)

- Identifying new business opportunities and partnerships
- Developing sales funnels and lead-generation strategies
- Managing client communications and ensuring customer satisfaction

FREELANCING & REMOTE DEVELOPMENT

Upwork, Freelancer.com, Flvrr, LinkedIn
(2019-Present)

- Delivering custom web and mobile solutions for global clients
- Optimizing and improving existing applications for better performance