

#### **PROFILE**

Highly motivated and result oriented B.com graduate looking for greater opportunities that further develop my skillset.

#### CONTACT



951-574-5400



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Shaikpet, Gulshan Colony- Near seven Tombs

# **AMTUR RAHMAN**

### WORK EXPERIENCE

#### **BUSINESS DEVELOPMENT** REPRESENTATIVE

Canibuild June 2023 - Present

- Developed and executed lead generation strategies to identify and engage potential customers.
- Conducted market research and uncovered valuable insights about US prospects.
- Utilised various channels and tactics to generate leads and increase brand visibility.
- Collaborated with the sales team to develop compelling messaging that resonates with target audiences and drives sales.
- Conducted cold outreach to customers to drive product engagement.
- Worked seamlessly with the sales team and organize meetings and appointments.
- Updated lead status, notes, and other customer-related information in HubSpot.
- Ensured schedules are communicated and coordinated with the customer and sales team.
- Stayed up to date with industry trends, emerging technologies, and best practices in lead generation and digital marketing.



#### SALES MANAGER

INFLOLABS - Revidd Dec 2022 - Feb 2023

#### **Business Development:**

- Developing business plan, sales strategies, action plans to achieve individual/team/organization's target.
- Setting targets at a weekly and monthly level.

#### Building New Client Relationships:

- Product demo calls. Cold calling prospects, Client follow-through process.
- Identifying & targeting new clients of several industries through multiple touch point across social media platforms.
- Engaging clients and closing business deals by facilitating discussions with the client & internal product team
- Building strong relations with the clients and also managing end-to-end customer success

#### Account Based Marketing:

- Prospecting and finding Ideal customer profiles.
- Building long term relationships with all the existing clients and also nurture future clients.

#### Identifying New Business Ideas:

• Identifying new strategies for ABM and outbound reach.



#### **EDUCATOR**

#### HELLO LEARNER SEP 2021 - Dec 2022

- Individualized tutoring and lesson plans.
- Utilized and modeled organizational skills.
- Worked with students with diverse learning styles and educational needs.
- Retained interest and maximized receptive learning.

#### SKILLS

- Sales and Marketing
- Speech Coaching
- Strategic Planning
- Communication
- MS Tools
- Canva Tools (intermediate)

## EDUCATION

## IU-International University of Applied Sciences

MBA- Innovation and Entrepreneurship 2022- Present

#### EThames Degree College

Bachelor of Commerce (Computers) 2018-2021 SGPA - 8.40/10.00

### International Indian School, Jeddah (CBSE Board) Senior Secondary XII, Commerce

Year of completion: 2018

Percentage: 70%

Secondary X

Year of completion: 2016

Percentage: 82%

#### POSITION OF RESPONSIBILITY

Served as the Brand Ambassador in EThames Degree College.

- Conducted and hosted events.
- Managed logistics and created strategic plans.
- Coordinated with faculty and arranged theme.
- Structured financial requirements for the events.