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Profile

- Ongoing Computer Science student, seamlessly integrating theoretical knowledge into practical applications.
- Thriving as a Business Developer, adept at crafting and implementing effective strategies.
- Strong technical foundation in Computer Science, showcasing adept problem-solving skills.
- Effective communication is honed through a development background, facilitating clear articulation of complex concepts.
- Eager to apply and expand skills in dynamic, growth-oriented environments.

Education

2022 – present Islamabad., Pakistan	Bachelors in Computer Science. <i>Riphah International University.</i> Currently pursuing my bachelor's Degree from RIU.
2019 – 2021 Rawalpindi., Pakistan	Intermediate. <i>Kips College Rwp.</i> Done my Intermediate from Kips College Rawalpindi.

Professional Experience

2024/03 – present Rawalpindi, Pakistan	Business Developer <i>OneSoltech</i> <ul style="list-style-type: none">• Proven expertise in Business Development and project management, leading initiatives from inception to completion across various industries.• Extensive experience building profiles from scratch and managing relationships using CRM tools for long-term success.• Delivered projects in diverse technologies (AI, WordPress, front-end development) for global clients (US, UK, GCC).• Achieved top freelancer rankings on Upwork through exceptional collaboration, performance, and client satisfaction.
2023/05 – 2024/02 Rawalpindi., Pakistan	Lead Generation Executive. <i>Genesis Engineering.</i> <ul style="list-style-type: none">• Led successful lead generation strategies in B2B and B2C markets, driving growth in the Company.• Enhanced project management efficiency with Trello and Slack, ensuring seamless team collaboration and communication.• Delivered tailored client relationship management solutions using CRM tools, improving customer retention and satisfaction.• Leveraged Microsoft Office and Google Workspace for efficient documentation, data analysis, and streamlined workflows.
2022 – 2023	Lead Generation Specialist. <i>Upwork.</i> <ul style="list-style-type: none">• Freelance Lead Generation Specialist skilled in qualifying leads through advanced research and targeted email campaigns.• Successfully collaborated with businesses, ensuring smooth transitions of qualified leads while fostering strong communication and synergy.

- Delivered customized lead generation strategies, consistently surpassing targets to drive client business growth.
- Leveraged a strategic, multifaceted approach to identify and engage high-potential clients through research, proactive outreach, and email initiatives.

Skills

Proposal Writting	● ● ● ● ●	Lead geneation	● ● ● ● ●
Email correspondence	● ● ● ● ●	CRM	● ● ● ● ●
Client Handling	● ● ● ● ●	Software Industry Knowledge	● ● ● ● ●
project Management	● ● ● ● ●	Business Development	● ● ● ● ●

Languages

- English
- Urdu