



NABIL ASLAM

B U S I N E S S D E V E L O P E R

■ CONTACT

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- 📍 Daroghewala Shalimar town
Lahore

■ EDUCATION

Bachelor of Computer Science

Superior University
2015-2019

■ SKILLS

- LinkedIn Automation
- Communication
- Freelancing platforms
- Account Management
- Sales Processes
- Sales Strategy
- Email Marketing

■ ABOUT ME

Business Development Manager with 5+ years of hands-on experience in business development, market search, and strategic relationship development. Proven history of driving significant revenue.

■ EXPERIENCE

Business Development Representative

GenITeam Solutions

Feb 2023 - Present

- Expert in remote contract negotiations across USA, Europe, and UK markets.
- Specialized in LinkedIn lead generation.
- Proficient in Upwork bidding strategies.
- Establish profiles on top remote job community sites like Toptal, Turing, Arc.dev, and CrossOver.
- Schedule business meetings with warm leads and pursue new opportunities.
- Efficiently manage client interactions and conversations.
- Implement LinkedIn automation techniques for enhanced outreach.

Assistant Business Development Manger

Shopistan

Sep 2022 - Jan 2023

- Managed the team to generate new leads.
- Generated new business via online bidding portals
- Implement LinkedIn automation techniques for enhanced outreach.
- Schedule business meetings with warm leads and pursue new opportunities.
- Efficiently manage client interactions and conversations.
- Developing quotes and proposals for clients.

Business Development Manager

Technohus

Apr 2021 - Sep 2022

- Trained and managed team for lead generation and Upwork proposal submissions.
- Generated new business from online bidding portals
- Implement LinkedIn automation techniques for enhanced outreach.
- Keep records of sales, revenue, invoices, etc.
- Hunt, qualify, and close leads.
- Maintain consistent contact with existing clients.
- Work with the pricing department to create rate proposals

Business Development Team Lead

Superior Connections (Pvt) Ltd

OCT 2020 - June 2021

- Trained and managed team for lead generation and Upwork proposal submissions.
- Generated new business from online bidding portals
- Implement LinkedIn automation techniques for enhanced outreach.
- Keep records of sales, revenue, invoices, etc.
- Hunt, qualify, and close leads.

Business Development Executive

HTML Pro

Sep 2022 - Jan 2023

- Drive lead generation via email outreach and cold calls on Freelancing platforms.
- Establish company profiles on Business listing sites like Upcity and Crunchbase.
- Generate new business from top online bidding portals (Upwork, Fiverr, Freelancer, & PPH).
- Create and deliver client quotes and proposals.
- Extract client details from B2B websites.
- Implement effective email marketing strategies.

LANGUAGE

Urdu



English



Punjabi

