

Noman Ahmad

Business Development Manager

Personal Statement

Proactive Business Development Manager with a proven track record in staff augmentation and digital sales via Upwork, Fiverr, LinkedIn Sales Navigator, and email marketing. Proven track record of exceeding targets by employing innovative strategies and tools to connect with potential clients and enhance business performance. A strategic thinker with excellent communication and negotiation skills, committed to delivering exceptional results and contributing to organizational success.

Work Experience

Devsinc - Growth Executive

December 2023 - Present

- Handling a team of 8 Individuals.
- Majorly Working on Staff Augmentation
- Working on Upwork, Fiverr and Freelancer.com
- Working on LinkedIn Sales Navigator for generating B2B Leads
- Working on weekly and monthly leads targets and KPI's.
- Running outbound campaigns (phone calls, emails, etc.) to create sales opportunities

Devanics - Business Development Manager

Jan 2024 - April 2024

- Helped this Startup with setting up their Upwork & Fiverr Profile.
- Utilized LinkedIn and online platforms to generate new sales opportunities
- Trained 3 Resources with Business Development Skills

ArhamSoft - Business Development Consultant

Jan 2023 - Present

- Providing Consultation on a daily basis for 1 hour.
- Helping their resource to generate leads from Upwork.

ZAPTA Tech - Business Development Manager

Jan 2023 - Dec. 2023

- Handled a Team of 4 Individuals, I was directly reporting to the CEO.
- Handled their Upwork profile for Development.
- Closed the Project worth of \$22K.
- Optimized the Profile for getting Invites

Digit Marketing - Business Development Executive

Feb 2022 - Jan 2023

- Handled 2 Upwork and 1 Fiverr account.
- Customized Proposals according to client need.
- Maintained good relationship with clients
- Explored new opportunities for business
- Was providing all the updates of work to the client.
- Handling all the conversation between developer and client.

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🇵🇰 Pakistani National

Skills

- ✓ Upwork
- ✓ Freelancer
- ✓ Lead Generation
- ✓ Fiverr
- ✓ B2C
- ✓ B2B
- ✓ Staff Augmentation
- ✓ Email Marketing
- ✓ LinkedIn Sales Navigator.

Education

- Information technology University - Mphil. Data Science *Sep 2019 - Nov. 2021*
- Superior University - Bachelor's In Computer Science *Sep 2014 - Sep. 2018*