

# Khuram Shahzad

Business Development | Lead Generation Expert

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## OBJECTIVE

Determined professional with sound communication and management skills. Smart decisions under pressure have made me detail oriented and result-focused. Looking forward to more challenges.

## EXPERIENCE

### 🔗 Business Development Executive - Remoter UK

Dec 2021 – Present

A driven Business Development Executive dedicated to the growth and success of Remoter - with the ability to help implement strategic initiatives for improved efficiency and productivity.

- Successfully enclosed a deal of **\$35000** a month with a Cybersecurity company
- Leads generation using **LinkedIn Sales Navigator** and **Upleads** (paid website of UK)
- Target is to reach **70 leads** daily either through email or LinkedIn
- Track and follow up the leads through **ZOHO CRM** system upto **11 times**
- Follow up the responsive leads that is the **5%** of submitted proposals/emails
- Analyzing and winning the potential leads

### 🔗 Business Development Executive - Justbulk UK

July 2020 – Dec 2021

Seasoned Business Development Executive, experienced in building meaningful relationships with both companies and customers across UK and the US. Through my person-centered approach, I have been able to deliver tangible results in generating new business.

- **Generate, manage and track B2B leads**
- Submit **50 web forms** daily
- Send out **20 emails** a day
- Working closely with stakeholders & customers
- Expanding the business to the Middle East

### 🔗 Lead Generation Expert – ElkTech

Jan 2020 - July 2020

Served the company as a Business Leads Generation Expert, experienced in creating a new inflow of clients from B2C working modules across the globe.

- Target was to send out and follow up 20 emails per day.

### 🔗 Amazon VA Freelancer – Freelance Platforms [Part time]

I grab my business projects by bidding on different projects on Fiverr & Upwork.

- Writing effective bidding proposals on Upwork

### 🔗 Project Supervisor – Pakistan Oilfields Ltd.

Sep 2013 - Jan 2020

Served an oil company as a Project Supervisor, experienced in executing the well drilling programs in cost effective way.

## SOFT SKILLS

- LinkedIn Sales Navigator
- ZOHO CRM
- Lead Generation
- Microsoft Office Suite
- Email Management
- Proposal Writing
- Asana
- Slack
- Python – 10% (Learning)

## COMMUNICATION

- English Written & Verbal – 100%
- Effective Presentation – 100%
- Organizational skills – 100%
- Problem Solving – 98%
- Detailed Orientation – 97%
- Result Focused – 97%

## EDUCATION

B. Sc Engineering (Petroleum)  
3.45 / 4.00  
UET, Lahore