

MUHAMMAD SUFYAN ASLAM

Business Development & Sales Professional
| Software & Blockchain Solutions

PROFILE STATEMENT

Business Development and Sales Professional with 3+ years of experience driving growth in software development and blockchain services. Skilled at lead generation, client relationship management, and deal negotiation with global clients across fintech, DeFi, and enterprise solutions. Proven ability to build pipelines, close high-value deals, and align technical teams with client needs. Adept at using CRM systems, sales strategies (SPIN, Challenger, Solution Selling), and LinkedIn outreach to expand business opportunities.

CONTACT

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CORE COMPETENCIES

- B2B Sales & Client Acquisition
- Business Development Strategy
- Lead Generation (LinkedIn, Upwork, Cold Outreach)
- Sales Pitching & Negotiation
- CRM & Pipeline Management (HubSpot, Pipedrive, Salesforce)
- Proposal Writing & RFP Handling
- Solution Selling & Consultative Sales
- Partnerships & Account Management
- Cross-Cultural Communication

EDUCATION

- Master of Science (Blockchain)
The University of Faisalabad | 2024 - ongoing
- BS Computer Science
Government College University Faisalabad | 2019

LANGUAGES

- English – Fluent
- Urdu – Native

PROFESSIONAL EXPERIENCE

Business Development Specialist — CodixSol

August 2024 - Present (1 year 1 month)
Faisalabad, Pakistan

- I help startups, founders, and businesses bring their Web2/Web3 ideas to life with scalable software solutions.
- At CodixSol, we've built platforms across blockchain, e-commerce, and AI.
- My focus: listening to client needs, designing the right solution, and delivering projects that drive growth.
- I lead client relationships, ensuring smooth onboarding, clear communication, and measurable business outcomes.

Blockchain Developer | Smart Contract Expert | NFT & DeFi Specialist — coinhaven.com

August 2022 - April 2024 (1 year 9 months)
Berlin, Germany

- I'm responsible Designing and developing decentralized applications (dApp) using blockchain technologies such as Ethereum, Polkadot, Solana and Private Blockchain solutions.
- Implementing smart contracts and decentralized protocols using languages like Solidity,GO and Rust.
- Working in governance (DAO), Interoperability Protocols, Layer 1, Layer 2, Zero Knowledge Proofs (ZKPs) using zokrates, Threshold signatures.
- Led the development of liquidity staking solutions within decentralized applications (dApps), elevating financial functionalities and fostering enhanced user engagement in blockchain ecosystems.

Full Stack Blockchain Developer | Senior Solidity Developer — BlocTech Solutions

August 2020 - August 2022 (2 years 1 month)
Faisalabad, Punjab, Pakistan

- Proven professional experience as a Smart Contract Developer.
- Design, develop, and implement blockchain solutions using various blockchain platforms such as Ethereum, Hyperledger, or others.
- Collaborate with cross-functional teams to gather requirements and translate them into technical specifications.
- Architect blockchain systems and protocols to ensure scalability, security, and performance.
- Write clean, efficient, and maintainable code in Solidity, Go, or other programming languages.

ACHIEVEMENTS

- Consistently exceeded quarterly sales targets by 20–30%.
- Expanded CodixSol's client base from 0 to 30+ active clients worldwide.
- Built an outbound LinkedIn system that generates qualified leads weekly.

CERTIFICATIONS

- Certified Blockchain Business Foundation – Blockchain Training Alliance
- HubSpot Inbound Sales Certification