

Zeeshan Farooq

IT&ITES Business Development Manager

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CAREER SUMMARY:

Having 10+ years of professional experience in IT B2B and B2C sales. I have a strong desire to contribute to the development of the company I work with. I am proficient in cultivating relationships to deliver exceptional results, cross-cultural communication and multi department collaboration.

CAREER PROFILE/SKILLS:

Lead Generation	Business Development	Inbound Marketing	Project Management
Outsourcing	Data Center/Cloud	Agile, Scrum/Kanban	DevOps
Analytical Thinking	Problem Solving	Digital Marketing	Decision Making
Web & Mobile Apps	E-commerce	Software/ERP	User Interface Design
Business Strategy	Business Efficiency	Business Analysis	Upselling
Cross-Selling	Strategic Planning	Social Networking	Account Management

PROFESSIONAL WORK EXPERIENCE:

Organization: **SI Global Solutions**
(Leading US based IT Company)

Tenure: Feb2017– Present

Designation: International Sales Manager



Responsibilities:

- Responsible for procuring profitable contracts and managing all activities, departments and personnel involved in business development and sales
- Responsible for quoting and negotiating rates of the project, preparing and sending agreements to clients, which includes scope of work and company terms and conditions. Once the rate and scope of work are accepted by the client, the agreement is finalized and project is handed over to the Project Manager
- Develop and present progress reports, proposals, requirement documentation to the management
- Adhere to all company policies, procedures and business ethics codes and ensures that they are communicated and implemented within the team

Achievements:

- Started International Business Department from scratch
- Won projects from Cayman Arts Trust, BuyIn, Connecting Colors, Route66, Areachops, AreaExpress, Bitmoon, Aquila Builders and GetHealthyDeals

Organization: **A2Z Creatorz FZE**
(UAE based IT Company)

Tenure: Jul2015 –Jan2017 (1 year 7 months)

Designation: Corporate Sales Executive



Responsibilities:

- Providing technical consultation to clients and discussing the best solution for their queries
- Reporting directly to COO of the company and learning under his guidance
- Actively involved in New Business Development & Up-selling
- Contributing as a Company Liaison between internal project managers and clients
- Supervising each step of SDLC (System Development Life Cycle) and making sure the project completes with smoothness

Achievements:

- Won projects from Lucky One, HBFL, Omar Associates, Princely Jets and Sindh Transmission & Dispatch Company

Organization: **FSD Solutions LLC**
 (US based IT Company)
Tenure: Apr2013 – Jun2015 (2 years 3 months)
Designation: Sr. Business Development Executive



- Responsibilities:**
- Writing proposals and customizing each proposal based on the nature of the project
 - Direct communication with on/offshore clients and acts as primary point of contacts for assigned accounts
 - Pre and post sales activities related to web design/development and Mobile application projects, requirements gathering, and/or project coordination
 - Understanding client's requirement, propose technical solutions by coordinating with technical team and submitting relevant service proposals
 - Coordinates with technical leads to discuss project estimates, timelines and technical limitations to meet deadlines of project
 - Define Project Scope and business objectives. Create SRS (Software Requirement Specification) document

- Achievements:**
- Won biggest project in the history of company in terms of amount (Gift Secure)

Organization: **Meritocracy Inc.**
 (Web and Digital Agency)
Tenure: Sep2010 – Mar2013 (2 years 7 months)
Designation: Business Development Officer



- Responsibilities:**
- Following up new business opportunities and setting up meetings
 - Planning and preparing presentations
 - Communicating new product developments to prospective clients
 - Overseeing the development of marketing literature
 - Provide training for new BDO's
 - Writing Reports and providing management with feedback

- Achievements:**
 Achieved sales target in the first month of joining

ACADEMIC EDUCATION:

DEGREE/CERTIFICATION	EXAMINING BODY:	YEAR
Bachelor of Business Administration	University Of Karachi	2010
Higher Secondary School Certificate	DJ Science College, Karachi	2006
Secondary School Certificate	Falconhouse Grammar School	2004

ADDITIONAL SKILLS:

- **MS Office** (All versions, esp. MS Word, MS PowerPoint and MS Excel)
- **Tools** (HubSpot, Zoho, Asana, Google Analytics, WordPress, Mailchimp etc.)

TRAININGS & WORKSHOPS:

Self-Development **Year - 2017**
 - Training session conducted by SABIHA AKRAM HR MANAGER SI GLOBAL

Time Management **Year - 2012**
 - Successfully meeting the requirements of training conducted by RIZWANULLAH CEO ADVANCE

PERSONAL INFORMATION:

Father's Name : SHAIKH MUHAMMAD FAROOQ
Date of Birth : 04-04-1988
Marital Status : MARRIED