



M U H A M M A D R A Z A K H A N

B U S I N E S S D E V E L O P M E N T
M A N A G E R

ABOUT ME

To seek a career position for a progressive organization challenging and demanding job, where I can exercise my abilities and learn new skills and further look for any suitable position in a certain reputable organization having attractive environment prospects of growth and learning

EXPERIENCE

Business Development Manager

Tekrevol Ltd.

Jan 2022 - Present

- Expertly understood and analyzed client requirements, creating clear and detailed documents outlining project scopes and expectations.
- Consistently surpassed both individual and team targets, generating over \$100,000 in quarterly revenue through strategic sales efforts.
- Collaborated seamlessly with Marketing and SEO teams to ensure a steady flow of qualified leads into the sales pipeline.
- Successfully activated post-sales communication with clients, resulting in over \$50,000 in upsells within a single quarter.

Business Development Officer

Tekrevol Ltd.

May 2021 - Dec 2021

- Conducted market research to identify potential clients and trends, enabling the team to capitalize on emerging opportunities and stay ahead of competitors.
- Built and nurtured long-term client relationships, ensuring high customer satisfaction and repeat business.
- Consistently surpassed monthly sales goals by effectively driving sales in the design, application, and marketing niche, consistently achieving results beyond the \$10,000 target.

Lead Generation Executive

Tekrevol Ltd.

Jan 2021 - May 2021

- Utilize various channels such as email marketing, social media, content marketing, and online advertising to generate leads.
- Build and maintain a database of qualified leads and ensure accurate and up-to-date information.
- Collaborate with the sales team to develop lead nurturing strategies and refine the lead qualification process.

Sales Executive, Tech Takbeer BPO Solution

Jul 2019 - Dec 2020

Sales Executive, Nexus 360 BPO solution

Feb 2018 - Jul 2019

Sales Executive, Hello International

Sep 2017 - Feb 2018

CONTACT



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Nagan Chowrangi, Karachi,
Pakistan.

EDUCATION

Bachelors in Statistics

Karachi University

2020-Present

Intermediate

Karachi Board

2017-2019

Matriculation

Karachi Board

2017

SKILLS

- Client Relations
- Sales Expertise
- Teamwork
- Prospecting Skills
- Communication
- Negotiation Skills
- Relationship Building
- Leadership

LANGUAGE

English



Urdu

