

# Nawaz Pathan

## Senior Business & Account Manager

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### Summary:

I am a business development enthusiast having 7+ years of experience and currently serving in Software Services. During this span I have worked with every aspect of business development in IT software services, from lead generation to sales closure along with the strategic account management. Having a balanced knowledge of technologies and sufficient communication skills I always try to make my organization stand out in the competition.

### Relevant Experience:

#### **SENIOR BUSINESS DEVELOPMENT MANAGER | OPENXCELL TECHNO LABS | SINCE JANUARY 2018.**

- Nurturing leads, pursuing an in-depth understanding of client's requirements, communicate the same with the analysis team, handling back & forth communication during the scope finalization along with the negotiations and ultimately closing the deal.
- Working closely with the team to achieve monthly targets in inbound sales environment. Also, helping the team to achieve targets in different industry verticals.
- Efficiently working on different CRM'S : FreshSales & Hubspot. Also dealt with Basecamp for Project Management.
- Extensively working with inbound leads and campaigns, follow-ups, negotiation, closure and client management to generate the revenue.
- Functional Training & Demo to the clients for Enterprise Mobility solution.
- Handling Product sales and support for Organization's SaaS based product of inventory management system.
- Played dual role of technological consultant and strategic account manager for the organization's global clientele.
- Handling clients and engaging with prospects across the globe. Majorly worked with US clientele.
- Maintaining and developing relationships with existing clients in person and via telephone calls and emails.
- Had the exposure of handling the technical team in US time-zones.
- Develop relevant sales collaterals and business proposals and negotiate the terms of an agreement and closing sales.

#### **BUSINESS DEVELOPMENT MANAGER | SOLULAB INC | FROM JANUARY 2017 TO JANUARY 2018.**

- Use of Innovative techniques for Business Development. Lead generation through different Business Channels (Professional Networking Sites (LinkedIn, Xing etc.), Cold Calling and Email Campaigns). Focusing on Brand building activities through Social Media (Facebook, Twitter etc.), Creating Blogs, Case Studies and Presentations.
- Revenue generation from different Technology Verticals like Enterprise Mobility Solutions, Business Intelligence, Big Data, Mobile Apps, Microsoft, Java etc.
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- Getting business from various freelancing portals such as Upwork, PeoplePerHour and Freelancer.
- Sales Pipeline Management and Key Account Management.
- Handling team of web researchers, content writer, digital marketing executive and business development executive to keep the company revenue cycle running.
- Had an exposure of managing end to end cycle for a project. From lead generation to sales closure and managing the development of the project by acting as bridge between the end client and the developers.
- Proactively and strategically initiating contact with newly discovered potentials.
- Working on sales collaterals, SOW and business proposals.

## **SR. BUSINESS DEVELOPMENT EXECUTIVE | GLOBAL TECHNOPARTNERS | FROM JANUARY 2015 TO DECEMBER 2016.**

- Helped organization in generating business via various channels such as email marketing, cold calling, social media platforms and freelancing portals. Got promoted and worked as manager of global software sales for 5 months and managed team of 4 business development executives.
- Responsible for End-to-End project cycle. Getting in projects, assigning suitable resource or an outsourcing vendor, communicating with client and delivering the project on time.
- Identifying and creating partnerships that enable leverage for driving revenue. Delivering assistance to the customers and partners.
- Sales Pipeline Management and Key Account Management.
- Generating and cultivating leads through various campaigns.
- Maintain in depth interaction with the customer. Identifying customer requirements, understanding the project scope and creating Techno-Commercial Proposal.
- Effective Data Research, Strategy Formulation, International Sales & Marketing.

## **Skills & Abilities**

Business Development	Business Analysis	Client Relationship Management	Key Account Management	Technical Consultation	Team Management	IT Sales
Inside Sales	Strategic Marketing	Project Management	Requirement Gathering	Cold Calling	Inbound Sales	Campaign Planning

## **Education**

**POST GRADUATE DIPLOMA IN IT MANAGEMENT | JULY 2018 |**

SYMBIOSIS CENTRE OF DISTANCE LEARNING

**BACHELOR OF ENGINEERING IN INFORMATION TECHNOLOGY | JULY 2016 |**

GUJARAT TECHNOLOGICAL UNIVERSITY

**DIPLOMA ENGINEERING IN INFORMATIN TECHNOLOGY | JUNE 2010 |**

TECHNICAL EXAMINATION BOARD

**SSC – 10<sup>TH</sup> | JUNE 2007 | GUJARAT STATE EXAMINATION BOARD**

## **Personal Information**

**Date of Birth:** 11th November 1991.

**Gender:** Male.

**Marital Status:** Unmarried.

**Nationality:** Indian.

**Languages Known:** English, Hindi and Gujarati.

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