

Curriculum Vitae

Talha.Sayyed

Position: Business Development

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Summary

- 3+ years experience in **Business Development** for IT sales in International and domestic market.
- I think of myself as an active, diligent, optimistic person. I look forward to my career in Business Development in IT industry where I cannot only use my academic background to achieve my goals but also make contributions to my field of interest.
- 19 Feb 2022 got certified in **The Fundamental of Digital Marketing** which was issued by Google.
- Completed a **software programming fundamentals certification** at R.S Info-Tech computer education in Vasai, from 5th Sep2017 to 20th March.
- **Certification course in office automation** i.e. Microsoft office at Maharashtra Institute Of Advanced Computer Technology from 10th April to 10th June 2013.

Education

DEGREE	COLLEGE	BOARD	YEAR
SSC	Mother Mary English High School	Maharashtra Board	2012
Computer Engineering	JIEMS Polytechnic	MSBTE	2018

Managerial Skills

- Comprehensive understanding of the internal process and organization structure of the business.
- Understanding key business drivers.
- Considering customer requirements.
- Analyzing and solving problems.

- Taking responsibility for personal development.
- Client Management

Skills

- Business Development Strategy
- Capability to work with people efficiently.
- Analytical skills.
- Highly motivated.
- Ability to prioritize tasks and meet deadlines.
- Well organized.
- Identify and capitalize on opportunities.
- Developing key relationships.

Worked on Technologies

- Microsoft Office (Word, Excel, PowerPoint, Outlook, doc, sheets)
- Gmail, Skype.
- Social Media (LinkedIn, Quora, Facebook, Instagram, Twitter, YouTube, Pinterest, Reddit).
- Commercial Portals (Upwork, Guru, Fivver, Freelancer) .
- US Govt Portals (FBO, State of PA, Seaport, Gotrive, GSA, FedBiz, PGW, SBO, FedConect, etc).

Experience

1. Freelancer & commission tie-up, Nov 2021 - Present

- Reference company
 - Deliverable solution.
 - Aaban solution.

2. SEO Expert India: Business Development, Aug 2021 – Oct 2021

- Client profiling: Targeting customer in and around the digital marketing segment.
- Key account management: Initiate and develop relationships with key decision makers in the target organization for business development and sales.

- Handling prospects and ensuring desired targets set by management are met every month and quarterly.
- Co-ordinate with team.
- Connecting with qualified leads via email, phone, and convert them into opportunities and drive them towards conversion.
- Closing/Closures.
- End to End sales
- Client's Expectation Management
- Client Management
- Prospect Database Management

3. TekMutants: Business Development, Sep 2020 – June 2021

- Emailing.
- Clients management.
- Cold calls.
- Project closing.
- Handling database.
- Coordinate with the marketing team.

4. Sprybit Technologies: Business Development, Nov 2019 - Aug 2020

- Emailing.
- Clients management.
- Client finding.
- Cold calls.
- Bidding portals.
- Proposal writing.

5. Tri-Force Consulting Services: Business Development, Nov 2018 - Nov 2019

- Writing the proposals for U.S Federal Agencies and Government.
- Contacting and building the relationship with new and existing clients.
- Co-ordinate with the marketing team, sales and production managers to create and implement business strategies to increase revenue generation and business growth.
- Bidding and proposal management on commercial proposals.
- I have searched and wrote IT-based proposals and maintaining the project after winning some proposals by providing the strategies to the team.

Project

Project name: - Project Management

Role:-Analyst

Team size: - 4

Year:-2017

Project Details: - This project is aimed at developing Project management for an organization. The project has been planned to be having a view of distributed architecture with centralized storage of the database.

Basic Details

Full name: - Sayyed Mohd Talha Abdul Karim

Name: - Talha

Marital Status: - Single

Birthday: - May 24, 1997

Nationality: - Indian

Gender: - Male

Permanent Address

Shri Prastha complex, 3 road 79/A wing, near Miraj Multiplex, NSP (W) Mumbai, Maharashtra 401203.

Declaration

I hereby declare that all statements made above are truly complete and authentic to the best of my knowledge and belief.

Talha Sayyed.