

SHAIKH ABU URWAH SIDDIQUI

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“BUSINESS OPPORTUNITIES ARE NEVER MISSED, JUST SEIZED BY THE COMPETITION”

OBJECTIVE

- **To pursue a challenging career and be a part of progressive organization that gives scope to enhance my knowledge, skills and to reach the pinnacle in this field with sheer dedication, integrity and hard work. Organization that will utilize my management, supervision to benefit mutual growth and success.**

WORKING PORTFOLIO & SYNERGIES

- **Dynamic sales professional with more than 7+ years of experience in Business Development Manager (Operation) | Manager - Strategic Partnerships and Alliances /Inside sales with a demonstrated history of working in the outsourcing/off shoring industry & innovate the latest technology to boost up the business for next level. Skilled in Email Marketing Campaign, Customer Relationship Management (CRM), Customer Satisfaction, Lead generation, Demand Generation, Database Creation, Pre sales & Sales, B2B Lead Generation, Digital Marketing etc. Passionate entrepreneur challenging the technology status quo through international cross disciplinary product vision, team leadership, business strategy, applied imagination, innovation and critical thinking in order to bring to the market scalable and user focused products and solutions.**
- **I helped organizations of all types and sizes learn the art of leadership, influence and technology disruption. My clients learn how to utilize entrepreneurial vision, creative thinking and innovation strategies to become experts in digital, sales, marketing, and brand loyalty. From new startups to big brands, I have helped teams get smarter while the business grows. Focused on achieving continuous, improved business performance. Experience in getting & gathering business requirements for Strategic Marketing, User acquisition, Market Share and providing them with best solutions after proper analysis of the requirements.**
- **Skilled in Email Marketing Campaign, Customer Relationship Management (CRM), Customer Satisfaction, Lead generation, Demand Generation, Database Creation, Pre sales & Sales, B2B Lead Generation, Digital Marketing etc.**
- **Experienced management professional with a demonstrated innovation track-record in regulated clients & industries. All round Software Development with a clear focus on added value problem-solving.**

WORK PROFILE

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Worked with HCL (ERX) in NAVIGANT TECHNOLOGIES | as Head of International Business Development Manager (BDM) Cyber Security for Europe & US | since June 2020 to Feb 2022.

- . Digital Transformation Expert
- . 7+ years experience selling Information/Cyber Security Services/Solutions
- . An extensive network in the industry across UAE/GCC
- . Enterprise Resource Planning (ERP) solution expert
- . Technology sales knowledge and experienced in data cloud management
- . Experienced in AI | Data cloud Management | Data Analysis
- . Transformation intelligence & cost reduction service (Optimus Intelliservices)
- . Provide ISPs platform to international clients (Ice.X)
- . Provide manufacturing & designing software (DFM Pro)
- . Handling Business Strategy – Across Globe (Europe, US, APAC, AUS)
- . Monitor the channels through which information flows into and out of an organization's information network.
- . Understand the whole business of the client and suggest them suitable and effective solutions.
- . Planned many campaigns to get Productive leads
- . Part of Detailed demo of Products & Presentation
- . Engage in team meetings to discuss new Ideas, Project's requirements, Business plans, and others.
- . Humble approach with the ability to influence.
- . ERP/ CRM / RESEARCH
- . Email Marketing
- . Generate new sales leads, negotiate client pricing, and forecast sales revenue
- . Business Process Improvement
- . Handling leads & converting them in to sales
- . Increasing revenues, growth in terms of business expansion, increasing profitability by building strategic partnerships, and making strategic business decisions
- . Business Intelligence
- . E-commerce Exploration
- . Client & Business Management
- . Handling Team and Project Management skills
- . Work on Tasking & revenue generation parameters
- . Experienced in Sales Strategy Planning and Revenue Generation

Worked with PINE LABS |Noida as a Senior Sales Manager for EMEA| since Feb 2019 to May 2020.

- . Manager - Strategic Partnerships and Alliances
- . Research on Business portfolio
- . ERP/CRM
- . Handle POS & Terminal software sales
- . Provide EMI solutions
- . Process SME
- . Strong Relationship Building with Suppliers
- . Handling sales activity & guiding them
- . Part of detailed demo of Product & Presentations
- . Face to Face meetings with clients at the office & virtually
- . Worked on transaction platform globally
- . Lead Generation & Data Handling
- . Prospects & Marketing Strategy
- . Team Handling Sales & Operation

Worked with FOODPANDA |Gurugram as an Operational Executive since August 2016 to January 2019.

- . Provide transaction solution to the APAC clients.
- . Handle Foodpanda's vertical issues from the clients.
- . Consulting Business Development Activities
- . Negotiation to close as WON
- . Attend industry events that are aimed at improving the marketability of the company's products and services
- . Preparing Commercial proposals
- . Email Marketing & cold calling
- . Business Analysis & Outsourcing
- . Responsible for the progress and procurement of new property developments

E DUCATION

- B.Sc from Chatrapati Sahu Ji Maharaj University- 2016.
- Intermediate from Allahabad Board - 2013.
- S.S.C Standard from CBSE Board in – 2011.

C OMPUTER KNOWLEDGE

- Operating Systems : Windows 10 S, Security and Networking, Microsoft Windows Server.
- Packages : MS-Office, MS-Dos, MS Word, MS-Excel
- Others : Experienced in LinkedIn Sales Navigator, Cold calling, Lead generation & Digital Marketing (SEO, SMO, PPC)

Strength

- Management skills
- Willingness to learn
- Flexible & adaptable
- Poised & meticulous
- Expert in client relationship management
- Team handling
- Affinity to attract the attention
- Patience to listen and caliber to explain
- Strong commercial awareness
- Understanding customer demands
- Identify and capitalize on opportunities
- Developing key relationship
- Maximizing revenue at every opportunity

PERSONAL DOSSIER

Father Name : Late Abdul Ghani Siddiqui
Date of Birth : June-08-1996
Languages : Hindi, English & Urdu
Marital Status : Single
Nationality : Indian
Passport No. : P7542136
LinkedIn ID : <https://www.linkedin.com/in/shaikh-abu-urwah-siddiqui-856541147/>
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DECLARATION

I hereby declare that the above particulars of facts and information stated are true, correct and complete to the best of my belief and knowledge.

Date:

Place:

SHAIKH ABU URWAH SIDDIQUI