



Mohammed Abdul Rahman

SENIOR BUSINESS DEVELOPMENT MANAGER

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SUMMARY

I am looking for a job opportunity where I can contribute my experience and knowledge to develop the organization to grow more. I would also like to upgrade my skills by learning more business strategies by communicating with senior level executives/managers.



EXPERIENCE

Senior Business Development Manager Sowedane IT Solutions Pvt Ltd *Oct 2021 - Present*

- Responsibilities :
- Manage the inside sales representatives team
- Set and track sales targets for your team
- Suggest and implement improvements in the sales administration process
- Coordinate department projects to meet deadlines
- Report on sales metrics and suggest improvements
- Prepare monthly, quarterly and annual sales forecasts
- Use customer feedback to generate ideas about new features or products
- Research and discover methods to increase customer engagement
- Ensure sales, finance and legal policies and procedures are met
- Build an open-communication environment for your team
- Liaise with Marketing and Product Development departments to ensure brand consistency and increase sales.

IOT & Mobile Apps Consultant

Castus Info Solutions Pvt Ltd *May 2019 - Sep 2021*

- Good experience with app development and react native, hybrid mobile app platform. During our professional development career, we have developed different applications for iOS and Android platforms. Our team has knowledge and experience of developing apps for most of the IOS framework in all IOS layers.
- Real-time development experience with IoT & Developing chatbot systems.
- As a consultant, I have a team of Java working on realtime projects such as Java SE/EE, Spring (MVC, Boot, IOC), JDBC, SQL, Object-Oriented Programming (OOP), JSP.

BDM

Siri IT Innovations Pvt Ltd *Jul 2018 - Apr 2019*

I am responsible for driving growth, engagement, and monetization of Burst SMS products (Sendsei, Conversr AI conversation platform) and



SKILLS

- Lead Generation
- Relationship Building
- Virtual Support and Assistance
- Client interaction and key account management
- Project Coordination
- Project Management (experience With SLACK and Trello)



LANGUAGES

English ■ ■ ■ ■ ■
 Hindi ■ ■ ■ ■ ■
 Telugu ■ ■ ■ ■ ■



IT JOB RESPONSIBILITIES

- ● Collecting information/Data of the Customers/Clients from Various Social Networks.
- ● Maintaining database of the Clients for future Follow-up.
- ● generating new leads by cold calling and emailing.
- ● Converting business enquiries/leads into project follow up with existing clients to get more new leads and projects.
- ● follows up on leads forgetting new projects.
- ● Regular meetings with the Reporting Manager to summarize the concerns/issues.
- ● Giving additional hours of work if required during peak times & during special projects.
- ● Understanding the client requirements.
- ● keeping a track on the invoices of every Project
- ● Proficient in Email Campaigning.
- ● Proficient in Using MS Outlook.
- ● having experience in using Databases like LINKEDIN, CRUNCHBASE, ZOOMINFO & DOMAIN TOOLS.



PERSONAL PROFILE

services across APAC & US, CA and AU.

I work closely with large enterprises in the digital marketing, retail, real estate, SaaS and government sectors. A large part of my role is to provide customers with technical consultation to reduce their operational costs by maximizing process automation; increase RoI with Smart marketing campaign tools, and improve my clients' customer experience and customer lifetime value.

Sr BDE

CAT Technologies Pvt Ltd *May 2017 - Jun 2018*

- Responsibilities:
- To get the business from targeting International IT/Non-IT companies.
- Pitch the Market for getting business and closures.
- Data Generation, Lead generation, Market research.
- □ Interaction with Prospective Clients, Follow ups with clients/companies.
- □ Independently working on generating leads, making cold calls.
- Business Development through Cold Calling, Email Campaigns and Internet searches. I have been interacted with many web design agencies from America, Europe and Canada,
- Maintaining good relationship with the prospected clients.
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- Receiving the requirements from clients and discussing with technical team.
- Analyzing Client needs & sharing the requirements of the clients with the tech team.
- Developing new Business Clientele and constantly interacting with corporate clients to understand their resource requirements, with commitment to deliver the assigned task
- □ helping serve the clients better by offering our quality services or a competitive price
- □ Tag while maintaining complete anonymity about our relationship. Maintaining excellent
- □ Relationship with clients to generate revenues for additional business.
- □ Report Daily Sales activities to my concerned supervisor. Having Good communication Focused, hardworking, self-motivated and an effective team player Build Relationship to provide repeat Business and excellent customer Service. Ability to interact with clients at any level handling various situations, issues if any. Good at maintaining professional relationship both with clients & within the organization. Research in USA Market & Indian Market Understand the business processes & industry challenges. Use a search engine to generate leads Trained in Market research using sites link.
- □ Knowledge on Offshore development life cycle like ODC & BOT
- □ Understand the client requirements and respond his/her needs on time
- □ Limited knowledge on different technologies like PHP, Dot net, mobile apps, ROR & SEO, SEM.

Sales Support Specialist

Panzer Technologies *Nov 2013 - Aug 2016*

- Responsibilities:

Father's Name: Sheik Masoom Ali

Date of Birth: 30th July

Gender : Male

Marital Status: Married

Nationality : Indian

Languages: English and Hindi, Telugu.

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- □ Knowledge on Offshore development life cycle like ODC & BOT
- □ Understand the client requirements and respond his/her needs on time
- □ Limited knowledge on different technologies like Php, Dot net, mobile apps, ROR & SEO, SEM.



EDUCATION

B.com Computers

Mahatma Gandhi University *Jun 2010 - May 2012*

Intermediate

Sri Chaitanya Collage *Jun 2004 - Mar 2006*

SSC Education

Apricot High School *Jun 1993 - Mar 2004*



CORE COMPETENCIES AND STRENGTHS

Market Research

Presenting Demos to clients.

Cold Calling

Email Campaign

Lead Generation

Digital marketing

Meet and exceed new business targets and KPI's

Experience of working to targets



DECLARATION

I hereby declare that the above written particulars are best of my knowledge and belief.

Date:

Place: Hyderabad

(M.A.RAHMAN)