

# —○ SHAHBAZ CHOUDHARY ○—

BUSINESS DEVELOPMENT MANAGER

## CONTACT

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## PROFILE

Understands the problems and challenges of clients and **identify ways of business** could better address those needs. Seek the opportunity to **cross sale or upsell** to the existing clients, comfortable working with cross-functional teams, and can effectively **strategize and implement business development initiatives**. Strong financial analysis skills to assess the profitability of potential deals and make informed business decisions. **Leadership and management** skills to lead teams, inspire high performance, and manage resources efficiently

## SKILLS

- PROJECT MANAGEMENT
- RESEARCH & STRATEGY
- COLLABORATION
- BUSINESS INTELLIGENCE
- NEGOTIATION & PERSUASION
- ANALYTICAL

## EXPERIENCE

### I ENERGIZER (Senior Executive)

2018-2022

**Lead generations specialists**, browse buyer profiles to determine the probability of a lead Showing interest in their products and services. Provide client consultations about company products or services and make product presentations for clients. Maintain and update customer relationship management (CRM) databases, adding notes to client data as needed, evaluating lead data and keeping it current, and adding new leads to the system.

### INFOEDGE (Associate Senior Executive)

2022-2023

**Naukri.com**, provides all the job seekers with advisory services and caters to their unique needs and provides different services value packs. Outlining the benefits of Naukri.com and generating customer interest; keeping updated about knowledge of all product & service offerings of the company. Adhering to company guidelines & procedures for acquisition of customers. Maximizing sales opportunities, proactively creating new opportunities and achieving sales targets.

### VSTACKS INFOTECH (Business Development Manager)

2023-working

**Market Research and Analysis** Conducting thorough research and analysis to identify emerging opportunities. **Strategic Planning** setting clear goals, creating action plans, and measuring progress. **Revenue Growth** identifying opportunities for upselling, cross-selling, and expanding into new markets. **Client Relationship Management** Building and maintaining strong relationships with clients and partners is crucial

## EDUCATION

### IGNOU

2014-2017

Bachelor of Computer Science

### IGNOU

2017-2019

Master of Computer Science