



USAMA ABUBAKAR

SENIOR BUSINESS DEVELOPER

F-Block SRA Colony, Multan

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+92 310 412 2412

SKILLS

- Upwork Effective Bidding
- Profile Optimization SEO
- Management & Planning
- Negotiation & Persuasion
- Lead Generation | CRM
- Research & Strategy
- Client Communication
- English Spoken Skill

INTERESTS

- ✓ Self Development
- ⚙️ Event Management
- 📺 Content Creation
- 📊 Web3.0

CAREER OBJECTIVE

I'm the one who can build rapport effortlessly, find their needs, and offer a broad range of services and solutions to drive sales and keep clients. I can increase revenue opportunities and be a valuable asset to the company.

WORK EXPERIENCE

DIGITAL MARKETING

Easy Digitization

May 2019 - Feb 2020

- Managing and Promoting Businesses for clients. Initiated a series of marketing campaigns, including email, digital, and social media. And Web-related services as well.

BUSINESS DEVELOPER

Fiverr & Upwork

Jan 2020 - Dec 2021

- Successfully generated up to \$20,000 in budget projects and successfully achieved the project schedule goals.

BUSINESS DEVELOPER EXECUTIVE

DevsSpace

May 2022 - Nov 2022

- Generated \$15,000 to \$20,000 Revenue on Upwork, initiate meetings with clients, take cold emails and connect with TL.

SR. BUSINESS DEVELOPER MANAGER

Xero Bit Technology

Nov 2022 - Sep 2023

- \$20,000 to \$30,000 Projects lead generation, initiate the meeting with clients, Take cold emails, and Close projects.

EDUCATION

Bachelors of Science in Computer Science

Oct 2018 - May 2022

University of Engineering & Technology, Lahore

CERTIFICATIONS

- **BD: Researching Market and Customer Needs**
Online Course on LinkedIn.com
- **Business Development: Strategic Planning**
Online Course on LinkedIn.com
- **Advanced BD: Communication and Negotiation**
Online Course on Coursera
- **Marketing Tools: Social Media**
Online Course on LinkedIn.com