

HAMID ALI ASAD

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Skills

Good Communication, Lead Generation, Market Research, Relation Building, Collaboration,
Tools: Slack, Zoho CRM, Sales Navigator, Google Sheets, Extensions

About:

I'm a business development enthusiast with a solid 2-year background in the software development scene. I love wearing multiple hats, and you'll often find me juggling everything from crafting killer business strategies to diving into the social media game. I thrive on building connections and have a knack for turning them into valuable partnerships. Whether it's spreading the word about a brand or brainstorming innovative outreach plans, I'm all in. Technology excites me, and I believe in using it smartly to fuel business growth.

Experience:

Tech Logans	On-Site	Sargodha, Pakistan
Business Development Associate		Mar 2021 - Present

- Initiated as an intern, currently serving as a Business Development Associate.
- Work closely with the Chief Technology Officer to coordinate the preparation of quotes to contracts for closed clients.
- Actively contribute to defining new strategies aimed at boosting sales.
- Engage in lead generation, managing multiple LinkedIn profiles
- Track progress on a weekly, monthly, and yearly basis.
- Wear multiple hats like handling social media aspects, crafting content for case studies, and preparing the company profile.
- Coordinate with team members to ensure cohesive efforts.
- Train interns and meticulously track their progress on various profiles.
- Conduct interviews for open positions, specifically targeting sales interns.
- Embrace the role as an ongoing adventure, contributing to team growth and success.

Invozone	On-Site	Faisalabad, Pakistan
Intern Growth Engineer		Dec 2022- Feb 2023

- Joined Invozone as an intern growth engineer.
- Managed multiple profiles, focusing on lead generation.
- Worked within the blockchain industry, gaining hands-on experience.
- Manage the tech events as a background team setting up meetings with attendees.
- Explored and learned techniques for driving sales through LinkedIn.
- Enhanced skills in proper messaging and communication with prospects.
- Worked closely with a team of 5 individuals, fostering a collaborative environment.
- Provided daily reports to senior management, summarizing activities and outcomes.

Education:

University of Sargodha
Bachelor in Information Technology

Sargodha, Pakistan
July 2018- July 2023