Azeem Husain Khan

Business Development Manager

Contact No: +919958900931

Email: khazeem1990@gmail.com

Address: L14, Kalkaji, New Delhi. 110019

PERSONAL PROFILE

I am an adaptable, practical and hardworking individual with the extensive understanding of sustaining a sales team in all areas of a company’s marketing strategy. I form working relationships quickly and positively with a wide range of group in a professional manner and attitude. I can work effectively as part of a team and on my personal initiative. At presentI am looking for carrier growth and good opportunity.

EDUCATION AND QUALIFICATIONS

PGDBA (AACSB Accreditation)

*Cardiff University*

*December 2014*

Bachelor of Commerce (HONOURS)

*Aligarh Muslim University, India*

*June 2011*

**Senior Secondary School, AMU, Aligarh**

*Aligarh Muslim University, India*

*May 2008*

**Secondary School, AMU, Aligarh**

*Aligarh Muslim University, India*

*June 2006*

EMPLOYMENT

ONjection Labs Pvt Ltd

Business Development Manager)

August 2018 – till date

Quy Technology

(Business Development Manager)

July 2017 – May 2018

Sofyrus Technology

(Business Development Manager)

Jan 2015 – July 2017

**ZAA Products** *(Marketing Executive)*

*June 2011 –July 2013*

EXPERTISE:

* Conducting face to face meetings with Corporates clients (start-ups andenterprises).
* Generating leads and doing B2B & B2C sales by cold calling, writing sales and marketing emails, face to face meetings with prospects.
* Prospecting with leads as generated by the marketing team.
* Managing and selling company’s IT products and handling client accounts.
* Providing product demos to the prospects.
* Consulting start-ups and enterprises in developing IT solutions, such as custom software(s), mobile applications (Android, iOS, Cross platform apps), Static & Dynamic Websites and various mobility solutions, Open source platform website development like CS Cart, Magento, Wordpress, Woocommerce and Shopify etc.
* Handling custom ecommerce development projects, especially integrations with the 3rd party payment gateways, courier partners, other custom add-ons development etc.
* Writing proposals.
* Providing Off-site technical resource for my corporate client globally.
* Managing lead data in CRM.
* Client Relationship Management.
* Involved in project management and project delivery.
* Support the company in the implementation of its marketing campaigns.
* Visiting in promotional and corporate events.
* Associated with marketing team and with office staff for day to day tasks.
* Involved in drafting PowerPoint and Word pitches.

**HOBBIES AND INTERESTS**

* Driving, performing theatre acts, fundraising, filmmaking, and swimming.

DECLARATION

I hereby declare that the above information is true to the best of my knowledge and belief.



Date: (Electronically signed)

Place: (*AZEEM HUSAIN KHAN*).