

SIDDIQUE ARSHAD

SENIOR BUSINESS DEVELOPER & OPERATIONS

OBJECTIVES

Highly competitive, passionate, persuasive and articulate, able to achieve results others believed to be impossible. Demonstrated success in distilling value and overcoming objections to secure hard to close deals, and motivated staff to achieve their true potential.

Work Experience

Head of Operations & Business Development

MNN Project Management Services | April 2021 - Present

- Business Development & Analyst
- Marketing Planning
- Create new products (Web Development & Design)
- Generate new leads on franchise
- Product marketing planning
- Generate new leads
- Team management
- Product budget management
- Attend national and international events
- Build strong relationship with customers
- Working on new business plans with customers product
- Deal with Customers in Pakistan and International Private and public selectors
- Social Media Marketing
- Project Management

Head Of Business Development and Operations

RSR Developers | March 2017 - April 2021

- Business Development & Analyst
- Marketing Planning
- Create new products (Web Development & Design)
- Handling multiple branches of company in different cities
- Working on franchise model
- Handling 6 franchises and their team
- Generate new leads on franchise
- Product marketing planning
- Generate new leads
- Team management
- Product budget management
- Attend national and international events
- Build strong relationship with customers
- Working on new business plans with customers product
- Deal with Customers in Pakistan and International Private and public selectors
- Working with Government and private institutes in Educational field on our software product



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 Work Visa

SKILLS SUMMARY

- Business Development
- Business Analyst
- Budgeting and Cost Analysis
- Marketing
- Staff and User Training
- Process Improvement
- Project Management

AWARDS RECEIVED

 Most Outstanding Employee of the Year, Arkhitech (2016)

 Business Developer of the Year, RSR Develoeprs (2018)

 WIn Award on E-NetCampus Product (2019)

 Win Award on E-NetCampus Product (2019)

Computer Skills

- Web Development
- PHP
- HTML
- Graphic design
- Microsoft Office
- Software Installations
- Email communication
- Data visualization
- CRM

Intrests

- Business
- Traveling
- Searching new ideas
- Build new relations with mentors
- Playing Snooker
- Playing Cricket

Projects

- Touch Reading
- How Much
- E-NetCampus
- Pakistan Business Profile
- Ad2Sale
- Live Tubers
- UAE Business Profile

Head of Software's & Business Development

iScope | May 2016 - Feb 2017

- Product marketing planning
- Generate new leads
- Team management
- Product budget management
- Attend national and international events
- Build strong relationship with customers
- Working on new business plans with customers product
- Deal with Customers In Pakistan and International

Business Development & Operations Executive

ArkHITECH | March 2015 - May 2016

- Product marketing planning
- Business Planning & Development
- Generate new leads
- Team management
- Product budget management
- Attend national and international events
- Build strong relationship with customers
- Working on new business plans with customers product
- Deal with Customers In Pakistan and International

Business Developer

Ufone | Jan 2014 - March 2015

- Deal with Corporate Customer
- Managing Complains
- Marketing Planning
- Build strong relationship with customers
- Business Planning

Business Development & Operations Manager

Ideaz Infinity | March 2012 - Feb 2014

- Product marketing planning
- Business Planning & Development
- Generate new leads
- Team management
- Product budget management
- Attend national and international events
- Build strong relationship with customers
- Working on new business plans with customers product
- Deal with Customers In Pakistan and International

EDUCATIONAL HISTORY

Aptech Computer Education Pakistan

ACCP (BSIT) | 2007 - 2010

CERTIFICATES

- Business Development
- Social Media Management
- Project Management
- Web Development
- Office Management