



Tahir Ali Ahmad

Business Developer

Highly motivated and results-driven business developer seeking opportunities in Staff Augmentation and freelance platforms like Fiverr, Upwork, LinkedIn and Freelancers. Passionate about leveraging my skills and knowledge to connect clients with the right talent and deliver exceptional results. Committed to building strong relationships, driving revenue growth, and exceeding client expectations.

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EDUCATION

BS(Software Engineering)
Superior University Lahore

WORK EXPERIENCE

Business Developer
Remotely

07/2023 - 12/2023

Lahore

Staff Augmentation and Upwork

- Upwork profile optimization, creative proposal writing.
- Established profile on Fiverr, Upwork, offering services in business development, market research, and lead generation.
- Helped coordinate staff augmentation projects by finding out what clients need and matching them with the right IT professionals.
- Engaged in staff augmentation projects, demonstrating proficiency in platforms like Linked In, WelFound, Echo, Workable and many more.
- Excel in optimizing LinkedIn profiles, creating standout Resumes, and tailoring cover letters to fit various job descriptions with impressive results.
- Documented project plans, requirements, and status reports throughout the development lifecycle
- Presented the final application to the client and received positive feedback on the project management process

Business Developer
Kryptomind LLC

01/2024 - Present

Achievements/Tasks

- Proficient in LinkedIn Sales Navigator and other lead generation tools,
- Excellent communication and interpersonal skills for effective lead engagement
- Team player with a track record of contributing to collaborative environments
- Analyzed campaign performance using CRM and LinkedIn analytics
- Kept in touch with IT professionals and vendors to build long-term relationships.
- Collaborated in a team of 4 to manage the development of a mobile app for a local non-profit organization
- Utilized Agile project management methodologies to track progress, assign tasks, and ensure timely deliverables

SKILLS

Jira

Agile Methodology

DevOps

SDLC

Resume Writing

Lead Generation

Profile Optimisation

Keyword Research

Market Research

IT BD (Upwork, Fiverr, LinkedIn)

Proposal Writing

Problem Solving

Relationship Building

Bidding

Networking

Market Analysis

client pitching

Testing

TRANINGS

Business Development (Fiverr, Upwork)
(07/2023 - 08/2023)

DevOps Engineer (08/2022 - 08/2023)

CCNA (03/2022 - 06/2022)

LANGUAGES

English

Limited Working Proficiency

Punjabi

Professional Working Proficiency

Urdu

Professional Working Proficiency

INTERESTS

Reading Books

Learn New Things

Cooking