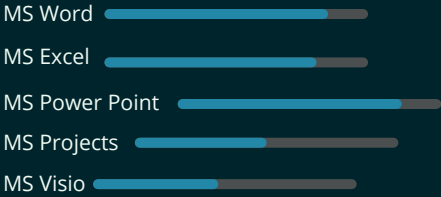


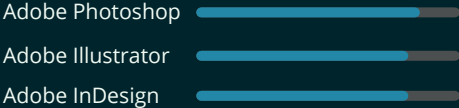
PROFESSIONAL SKILLS

MS Office



• Other MS office programs are also under the process of being learned.

Adobe Creative Suite/Collection



• (Other Adobe programs are also under the process of being learned)

UI | UX Design

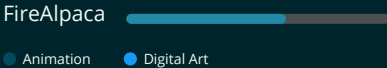


Programming

Python | Beginner Level (Currently Learning)

HTML5, CSS & Bootstrap 5 | Beginner Level (Learning for web designing and web application development)

Animation and Digital Art



3D Modeling



Database Management



Project & Team Management



CONTACT DETAILS

Phone Number | +92-334-5155881

Email | mwaleedr207@gmail.com

PORTFOLIO LINK

<https://www.behance.net/mwr2>

MY INTERESTS/HOBBIES

- Painting and Sketching
- Graphic Designing, Digital Art, Animation
- Public speaking and Presentations
- Writing

LANGUAGES

● Urdu ● English ● Punjabi

MUHAMMAD WALEED RAJA

SOFTWARE & GTM ENGINEER

INTRODUCTION / PERSONAL PROFILE

Avid Software/GTM Engineer, Business Analyst, Digital Marketer, UI/UX & Graphic Designer, Illustrator, Content Writer and Digital Artist having experience with various events, freelance work and multiple MNC's such as IT and Telecom firms. Has experience working on ERP development operations via testing ERP modules and working on their enhancement with teams in a cross-functional setting. Has adequate knowledge of SDLC and Lean PM methodologies like SCRUM.

EXPERIENCE (RECENT MOST)

ZONES IT SOLUTIONS — BRAND CHAMPION - APPLE

Zones IT Solutions, 2024

- Managing business operations for their Apple division including managing revenue calculations, projections, forecasting, giving their Account Managers assistance and counsel whenever needed along with holding as well as spearheading client meetings. Being the go to person in organization for all things Apple. Using MS Dynamics as the go to CRM for their Operations. Worked on Product Innovation Management and R&D as well for the Apple Vision Pro.

OAK STREET TECHNOLOGIES — I.T DEMONSTRATION & IMPLEMENTATION SPECIALIST

Oak Street Technologies, 2023 - 2024

- Promoted to Demonstration Specialist with my new role entailing me giving software demonstrations to C-Level Executives from firms we have prospected while also working as a liaison between them and Business Analysts with a keen eye on Project Management and overseeing thei SDLC of various projects. It also entails making bug reports and more. Also managed their ERP Operations with responsibilities akin to a Business Analyst including rolling out bug reports and new feature suggestions among many other things.

OAK STREET TECHNOLOGIES — BUSINESS DEVELOPMENT/ RELATIONSHIP EXECUTIVE

Oak Street Technologies, 2023

- Managing B2B Business Development operations that entail converting cold and semi-warm leads into warm ones and preparing them for conversion down the sales funnel with continual engagement.
- Was promoted to Relationship Executive entailing a more hands-on approach to B2B business development operations.

EVERVA — BUSINESS ANALYTICS & DIGITAL MARKETING MANAGER | UI/UX DESIGNER

Everva, 2023

- Managing Digital Marketing Operations including Social Management, Social Media Marketing, Lead Generation and much more.
- Worked in UI/UX projects such as designing the User Interface for a Pharmaceutical Artificial Intelligence project of theirs. Also handled the potential SDLC side of things via planning and strategization.

US MOBILE — CUSTOMER SUCCESS MANAGER / PRODUCT EXPERIENCE ANALYST

US Mobile, 2022 - 2023

- Worked on Customer Success Operations including managing tech support along with customer service and more. Trained new batches as well while working with the L&D department.

ACADEMIC BACKGROUND

- **MBA | (MIS) - IT (INFORMATION TECHNOLOGY) | (SOFTWARE ENGINEERING)** (2025)
BAHRIA UNIVERSITY, ISLAMABAD
- **BBA (HONS) | MARKETING** (2023)
BAHRIA UNIVERSITY, ISLAMABAD
- **INTERMEDIATE** (2018)
FBISE
- **MATRICULATION** (2014 - 2016)
HAMZA ARMY PUBLIC SCHOOL, RAWALPINDI