



# Mohammad Junaid Gulzar Sheikh

Business Development Executive

## My Contact

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📍 Nagpur, India

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## Soft Skill

- Team building & leadership
- Client Relationship.
- Email Campaigning
- Data mining and analysis
- Project Management
- Negotiation
- RFP & RFQ

## Technical Skill

- MS Office (Word, Excel, PowerPoint)
- LinkedIn (sales Navigator)
- Microsoft Outlook
- Online Bidding
- Sales Navigator

## Education Background

- BE. Mechanical Engg (RTMNU)  
*Govindrao Wanjari college of Engg and Technology- Nagpur*  
Completed in 2016
- Diploma in Mechanical Engg(MSBTE)  
*Late Vasantdada polytechnic- Nagpur*  
Completed in 2013
- SSC (Maharashtra State Board of Pune)  
*Shree Gajanan Vidhyalaya- Nagpur*  
Completed in 2010

## About Me

Enthusiastic and deadline-driven professional with integrity, strong work ethic and great leadership skills. 1.5+ years of IT experience in the international markets as Data reaserch Analyst, enhancing processes and driving business growth through period of challenging market health. seeking a role as a business development professional

## Professional Experience

**Gaffis Technologies Pvt Ltd Nagpur, India (WFH)**  
**Business Development Executive**

**June 2023-present**

Key responsibilities:

- Worked with clients and end users to gather, understand, and define business requirements.
- Working on Resource Outsourcing on Domestic and International Clients.
- Working on online bidding portals like freelancer.com
- Search requirements base on service provides.
- Engage in meetings with international and domestic clients and gain a comprehensive understanding of their needs.
- Discussed the project and negotiated the project price with the customer
- Analyzed business opportunities in different segments of the market Performed presentations to existing and new clients Managed service delivery and handled client relationships for business growth.
- Collaborated with sales and marketing departments to support business objectives and client acquisition.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom-line profitability.

**Pixel Values Technolabs Nagpur, India**  
**Data Research Analyst (International Sales)**

**March 2022-May 2023**

- Worked with clients and end users to gather, understand, and define business requirements.
- Maintain the database of all activities.
- I have expertise in the handling and building the teams and like to work with them.
- Making proposals after knowing the requirement of the customer.
- Utilized sales navigator to generate leads and attract the clients
- Handling the territories to find the new leads (ZoomInfo, Crunchbase, Apollo, AIHit etc.)
- Batch making for the email campaigning
- Used Google Sheets to manage and keep track of all the data .