



Mufti Faizan Manzoor

Senior Business Development Manager

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Proven Senior Manager Sales professional who is able to motivate a sales force and focus it on success. Adept at administrative organization utilizing talent and resources and meeting or exceeding all sales goals.

EXPERIENCE

Buildent Corporation

July 2020- February 2022

Senior Business Development Manager

- Responsible for managing sales force and achieving monthly and quarterly sales quotas as set by executive team.
- Responsible for maintaining product and sales training for entire sales staff.
- Responsible for hiring and firing sales professionals as needed.
- Recognize and reward extraordinary performance; give feedback and develop performance improvement plans for underperforming employees
- Develop geographic, account and retail development plans that reflect distribution development and sales strategies and provide analysis based on defined KPIs
- Regularly evaluate inventory performance and develop strategies for improvement
- Participated in the Manager Development Program
- Leverage Retail Analytics to assist in management of insights, as well as business and growth opportunities

Czaar Corporation

December 2018- June 2020

Business Development Manager- Sales & Marketing

- Prospected for potential new clients and turned them into increased avenues of business.
- Developed relationships with senior decision makers (incl. CEOs, CFOs, CMOs, or VPs) within potential clients.
- Developed negotiating strategies and positions by examining risks and potentials as well as estimating partners' needs and goals.
- Worked closely with SVP and GM to develop customer acquisition strategies to obtain maximum sales volume and profitability.
- Developed and oversaw marketing functions to identify key marketing strategies for successful new customer acquisition and sales growth.
- Enhanced organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.
- Helped sales representative grow their territory sales by 20% YOY.

Czaar Corporation

December 2017- November 2018

Business Development Associate

- Willing to familiarize yourself with the company's vision and mission, seeking to accomplish set goals and objectives.
- Conducting market research and identifying potential clients.
- Cultivating strong relationships with new clients, while maintaining existing client relationships.
- Collating and maintaining client information in the CRM database.
- Working closely with staff across departments to implement growth strategies.
- Developing and implementing sales strategies, client service and retention plans, and analyzing sales data to inform or update marketing strategies.
- Assist with drafting business plans, sales pitches, presentations, reference material, and other documents as required.
- Ability to manage multiple projects concurrently and meet deadlines.
- Identify new business opportunities and partners.

- **Demonstrate strong interpersonal skills with the ability to engage effectively with various levels of management, staff, and clients.**

EDUCATION

Maharishi Markandeshwar University Bachelor of Technology Civil Engineering

Major Project: Theory of accelerated corrosion in RCC piles under water

SKILLS

- Product knowledge.
- Active listening.
- Industry expertise.
- Communication skills.
- Sales skills.
- Customer service skills.
- Tech literacy.
- Technical Skills: AutoCad | MS Office(Excel, Powerpoint) | CRM (Leadsquared)
- Other Skills: Analytical skills, Decision making, Project Management, Interpersonal skills, Problem solving

CERTIFICATIONS

Google Project Management: Professional Certificate

Google

- Practiced strategic communication, problem-solving, and stakeholder management through real-world scenarios
- learnt how to create effective project documentation and artifacts throughout the various phases of a project

Construction Management Specialization

Columbia University

- Studied major construction management fundamentals, key project scheduling techniques, types of cost estimates and monitoring project cash flow
- Analyzed the construction industry overview, sustainability in the construction industry, building information modeling and technology trends in construction

Machine Learning by Ng Andrew

Stanford University

- Explored supervised learning (parametric/non-parametric algorithms, support vector machines, kernels, neural networks)
- Analyzed unsupervised learning (clustering, dimensionality reduction, recommender systems, deep learning)

Computer Science: Programming with a Purpose

Princeton University

- Overview of basic programming elements such as variables, conditionals, loops, arrays, functions
- Introduction of key concepts such as recursion, modular programming, and code reuse
- Introduction to object-oriented programming

Cybersecurity for Everyone

University of Maryland

- To understand and explore the key issues facing policy makers attempting to manage the problem of cybersecurity, from its technical foundations to the domestic and international policy considerations surrounding governance, privacy, and risk management, to applications for achieving the goals of an enterprise, an institution, or a nation

PROJECTS

Government R&B Division, Baramulla, J&K

June 2014

- Participated in contour mapping, surveying and slab work.

Surveying Camp, Mussorie, India

- Attended a survey camp of six weeks at Mussoorie, India during my third year of engineering.

LANGUAGES

English (Professional working proficiency), Urdu (Professional working proficiency), Hindi (Professional working proficiency)

INTERESTS- Gardening, Travelling, Hiking, Mountain Climbing, Photography, Artificial Intelligence, Swimming, Blockchain.

