

MOHD ZEESHAN – BUSINESS DEVELOPMENT EXECUTIVE

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Dynamic and outcome-oriented Business Development Executive with 5 years of experience in driving product and service sales growth. Established record of achieving targets and building client relationships. I have a proven ability to develop and implement strategic plans that align with corporate goals, resulting in significant revenue increases and market share expansion. My track record includes successfully managing complex sales cycles, negotiating retention contracts, and closing high-value deals.

PROFESSIONAL EXPERIENCE

Oravel Stays Pvt. Ltd.

March 2023– Present

Business Development Executive

- Engaged with homeowners through community events and social media campaigns, resulting in the successful acquisition of 15 new vacation rental listings, with 80% of participants expressing interest in future collaboration.
- Cultivated a positive guest experience by creating bookings, facilitating communication between guest and property owners, and ensuring a smooth rental process.
- Collaborated with internal marketing teams to create promotional materials highlighting new listings, driving a 50% increase in website traffic; efforts facilitated greater visibility and engagement for the vacation rental platform.
- Enhanced companies revenue by 25% ensuring a seamless booking experience for guests, contributing to company growth.
- Increased hotel's financial performance by 20% by utilizing revenue management techniques, including forecasting and competition analysis.

Adhoc Technologies Pvt. Ltd.

October 2021 – October 2022

Business Development Executive

- Driving revenue growth by **25%**, building stronger customer relationships, and boosted the company's market reach.
- Spearheaded a major pricing restructure by redirecting focus on consumer willingness to pay instead of product cost; implemented a three-tiered pricing model which improved average sale 35% and margin 12%
- Coached 30 summer interns and launched a mentorship program for new joiners in the Mumbai office.
- Generated 50+ project requests through cold call sales and systematic email outreach; completed due diligence to qualify leads based on credit, industry and location.
- Established over 100 new client relationships through cold calling and methods of lead generation.

YoHandy Pvt Ltd.

December 2019 – September 2021

Business Development Executive

- Developing and executing sales plans to achieve 100% of sales targets.
- Optimized customer engagement by 30% and strategically expanded market reach by 50%.
- Led negotiations for retention contracts, securing favorable terms to ensure long-term client loyalty, while also successfully closing outstanding deals to drive revenue growth.
- Identified, assessed and on-boarded more than 300 mid-level employees for outsourcing in less than 6 months.

EDUCATION

Integral University, Lucknow.

2021

Bachelor of Business Administration

SKILLS

- Digital Literacy and Tech Savviness, Networking and Relationship Management
- Sales and Negotiation Skills, Project Management
- Proficiency in communication, Social Media and Digital Marketing Skills
- Customer-Centric Approach, Customer Retention Strategies