

# TAYYAB SHABBIR

## BUSINESS DEVELOPER

### CONTACT INFO



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House 96F, Street 5b Rawal  
Town Islamabad

### PROFILE

IT Business Developer with 4 years of experience in identifying new business opportunities, managing client relationships, and driving sales growth for software and IT service companies. Skilled in market research, lead generation, proposal development, and contract negotiation. Proven ability to collaborate with cross-functional teams to deliver tailored IT solutions that meet client needs and contribute to the company's bottom line.

### EXPERIENCE

#### Business Development Manager

##### Webexert(SMC-Pvt).Ltd 2022-Present

- Led business development efforts resulting in increase in annual revenue through the acquisition of new clients and expansion of existing accounts.
- Developed and delivered presentations and product demonstrations
- Collaborated with the technical team to customize software solutions to meet specific client requirements
- Negotiated contracts and agreements, achieving favorable terms while maintaining strong client relationships.

#### Business Development Executive

##### Webexert(SMC-Pvt).Ltd 2020-2022

- Identified and pursued new business opportunities within the IT services sector
- Prepared and delivered detailed proposals and RFP responses, resulting in increase in bid win rate.
- Conducted competitor analysis and market research to inform business development strategies and product positioning.
- Developed strong client relationships globally through effective communication and negotiation, achieving client satisfaction rate and repeat business rate.

### EDUCATION

#### Bachelor of Science in Computer Science

PMAS Arid Agriculture University (BIIT)  
Rawalpindi 2016-2020

#### FSc Pre-Engineering (Intermediate)

Haveli Model Science Collage Kahutta  
Haveli 2013-2015

#### Matriculation

Haveli Model Science Collage Kahutta  
Haveli 2011-2013

### SKILL

- Client Relationship Management
- Software and IT Solutions Sales
- Proposal Writing and RFP Response
- Cross-Functional Team Collaboration
- Contract Negotiation and Closing Deals
- Microsoft Office Suite (Word, Excel, PowerPoint)

### LANGUAGES

English

Hindi

Urdu

Punjabi