

FARAZ HUSSAIN

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Sr.BDM at IMCS GROUP

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Summary:

7+ years experienced Business Development Professional with a demonstrated history of working in the information technology and services industry in international markets. Experienced with all stages of the business development cycle. Adaptable and transformational with an ability to work independently and developing opportunities that further establish organizational goals.

Education:

- Completed B.Tech- Mechanical Engineering from Shadan College of Engineering & Technology affiliated to JNTU with an aggregate of 60% (2009-2013)

Strengths:

- Confident and determined
- Dedicated and Smart working
- Ability to rapidly build relationship and set up trust

Skills:

- Proficient in Word, Excel Spreadsheet, Outlook, PowerPoint
- Database: CRM (SFDC/HubSpot), Connect to Data, ZoomInfo, LinkedIn, lead411, Gust
- Sound Knowledge in C, C++

Work Experience:

IMCS GROUP

Sr.Business Development Manager

(July 2022 – Present)



- Organize client acquisition meetings. Driving mail and call campaigns for lead generation
- Brief prospects about our company offerings, engagement models by presenting IMCS GROUP corporate deck
- Experience in performing all phases of the SDLC (Software Development Lifecycle) Reported to the Director of Sale of the company
- Account management and production support projects for the given engagement
- Market Research & Analysis with respect to the Trend and Market sizes. Division of the USA Geography between the team
- Leverage best practices, lessons-learnt, enhance reusability and Standardization to reduce sales cycle time for new prospects lead closing & Account opening
- Coordinate with various teams within the organization to prepare responses and proposals to RFIs/RFPs/RFX
- Market research / Analysis - to track industry trends, challenges, key players, competition,

- regulatory mandates, create prospect database
- Researching business opportunities and viable income streams

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Business Development Manager

(March 2021 – July 2022)

- Developing growth strategies and plans
- Ability to generate Quality leads and nurture prospective business partnership opportunities
- Adept in Selling Offshore CoE based Enterprise solutions on Application Development, IoT Cloud, QA, ERP Solutions, BI & Analytics and Managed services
- Identify networking events (seminars / webinars / conferences)
- Researching organizations and individuals online (especially on social media) to identify new leads and potential green field accounts
- Experience in performing all phases of the SDLC (Software Development Lifecycle)

- Identifying and mapping business strengths and customer needs
- Researching business opportunities and viable income streams
- Coordinate with various teams within the organization to prepare responses and proposals to RFIs/RFPs/RFX
- Scheduling web meetings with the prospects using Zoom, WebEx, GoTo Meeting and Google Hangout
- Present sales revenue and expenses reports and realistic forecasts to the management team
- Gain an understanding of customers' diverse and specific business needs and apply product knowledge to meet them
- Market research / Analysis - to track industry trends, challenges, key players, competition, regulatory mandates, create prospect database
- Team building, Leading & motivational skills
- Ability to work in physically and mentally demanding environments

Aarc International Contracting Company WLL

Client Success Manager

(June 2019 – Dec2020)

- Instrumental in driving new business for a reputed construction firm
- Working closely with stake holders
- Identify the right opportunities and build long-term relations with the right prospects
- Involved in construction bids and monitor and manage bid activity.
- Coordinate and assist in the proposal process
- Conduct market and customer research with team
- Manage collaboration & customer relationships
- Managing and prioritizing leads, opportunities, and clients
- Creating, sending, and tracking bid proposals

Trajectus

Sr.Sales Associate

(Aug 2016 – April 2019)



- Responsible for selling Outsourcing IT Strategic Management Services, & IT Support for Small, Medium, and Large Organizations
- Primarily target ISV'S, Software Computer, Information Technology & Service, Gaming Industry, Healthcare, Engineering, High-Tech, and Semi-Conductor industries for IT business service needs
- Ability to develop new relationships with all C-level and VP-level & Operations and develop 3-5 new business sales opportunities per month
- Preparing PowerPoint presentations and sales reports

- Prospect, Qualify, and Profiling companies specific IT needs and business processes for new Business Opportunities
- Researching organizations and individuals online (especially on social media) to identify new leads and potential new markets
- Experience in performing all phases of the SDLC (Software Development Lifecycle)
- Identification of new prospect and converting it to a Lead, Opportunity, and Sales
- Handle objections by clarifying, emphasizing agreements, and working through differences to a positive conclusion
- Give product/services demonstration independently to the prospects
- Closing sales and working with client through closing process
- Meeting or exceeding annual sales goals
- Collaborating with senior sales and leadership to secure, retain, and grow accounts
- Developing customized targeted sales strategies
- Meeting all quotas for cold, active, inactive calls, appointments, and interviews
- Maintaining a pipeline of all sales administration using CRM software
- Attending initial sales introductory meetings
- Determining a client's business requirements and whether the products being considered are suitable
- Decide whether the software needs adapting to meet the client's needs
- Presenting your findings to a technical team to act on, and then to the client
- Managing workload to organize and priorities daily and weekly goals
- Ensuring quality of service by developing a thorough and detailed knowledge of technical specifications and other features of employers' systems and processes and then documenting them
- Cold calling to create interest in services, generate new business leads and arrange meetings
- Identifying and developing new business through networking and courtesy and follow-up calls
- Preparing and delivering customer presentations and demonstrations of the software, and sales proposals.

Achievements:

- ✓ Received Best Performer – BD Sales (1st and 4th Quarter)
– 2017
- ✓ Received Best Annual Performer- BD Sales performance
2017 – 2018
- ✓ Received Best Performer – BD Sales award (2nd Quarter)
– 2018

Tata Business Support Service Limited

Senior Customer Service Associate

(Jul 2012 - Mar 2015)

- Assesses competitors by analyzing and summarizing competitor information and trends, identifying sales opportunities
- Develops sales opportunities by researching and identifying potential accounts, soliciting new accounts, building rapport, providing technical information and explanations
- Experience in handling outbound product calls
- Closes new accounts by answering telephone, fax, and e-mail inquiries, verifying, and entering information
- Fills orders by transferring orders to fulfillment, communicating expected delivery date, explaining stock-outs
- Develops accounts by checking customer is buying history, suggesting related and new items, explaining technical features
- Maintains communication equipment by troubleshooting, reporting, and tracking problems
- Maintains and improves quality results by following standards, recommending improved policies and procedures