

# Abu Bakar

## Business Development Manager

With a robust background in real estate and recent achievements in digital marketing, I excel in business development. From identifying growth opportunities to nurturing client relationships, my strategic approach ensures impactful results. Let's embark on a journey to elevate your business to unparalleled success.



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## WORK EXPERIENCE

### Business Development Manager HEXIQION SOLUTIONS

10/2023 - Present

Lahore, Pakistan

Leverage my expertise to foster impactful client relationships and drive revenue optimization. My focus on digital excellence entails leading comprehensive market positioning, global market penetration, and stakeholder collaboration. As a forward-thinking, I navigate the dynamic digital landscape, identifying innovative solutions. Create compelling proposals and presentations outlining our services. Deliver exceptional value through strategic and visionary business development initiatives.

### Business Development Executive EON HOLDINGS

06/2022 - 09/2023

Lahore, Pakistan

I specialize in deal-making and impactful closing statements. Proficient in maximizing sales, I consistently surpass targets, ensuring revenue goals are met. My strategic approach identifies and capitalizes on business opportunities, fostering strong client relationships. Committed to elevating EON Holdings, I deliver results that align with the company's objectives, driving continuous business growth.

### Business Development Executive BTN MARKETING CONSULTANT

11/2021 - 05/2022

Lahore, Pakistan

In-depth knowledge of the real estate market, I forge strong relationships with clients, understanding their needs and guiding them through the property acquisition process. My role involves effective communication, negotiation, and meeting sales targets. Communicate with a huge number of clients; identify and target potential clients. Create and present the presentations outlining our projects. Compiled & updated lists of over 200 clients. Skillfully negotiate terms and agreements with potential clients to close deals efficiently.

### Sales Executive DIAMOND TYRES

07/2021 - 10/2021

Sheikhupura, Pakistan

Promoting and selling high-quality tires. With a focus on customer satisfaction, I leverage product knowledge to guide clients, ensuring they make informed choices. Committed to achieving and exceeding sales targets and leases to increase efficiency.

## EDUCATION

### BSc. (Hons) Agriculture Sciences University of Agriculture

07/2017 - 07/2021

Faisalabad, Pakistan

### FSC (Pre-Medical) Government Post Graduate College

06/2014 - 06/2016

Sheikhupura, Pakistan

## SKILLS

Comprehensive Market Positioning

Negotiation Tactics

Global Market Penetration

Consulting & Sales

Revenue Optimization Strategies

Target-Driven Sales Professional

Predictive Modeling

Cutting-Edge Technology Integration

Risk Analysis

Customer Services

Digital Marketing

## COURSES

VNUM IT CENTER (06/2019 - 08/2019)

CAOP - (Computer & systematic Analysis Course)

VNUM IT CENTER (06/2020 - 08/2020)

Customer Care & Financing

## INTERNSHIP

PARKS & HORTICULTURE AUTHORITY  
(03/2021 - 07/2021)

- Proficiency in using CRM software, Microsoft Office & other relevant sales tools. Consulting Agent for Pakistani & Foreign Products. Have an experience in how to make pitching proposals and contracts for clients.

## LANGUAGES

English

Native or Bilingual Proficiency

Urdu

Native or Bilingual Proficiency

## INTERESTS

Enthusiastic about staying ahead of industry trends

Adept at developing and implementing strategies to maximize revenue

Committed to fostering strong client relationships

Innovative Solutions Integration

Ensuring Precision