

# Nadir Khan

## Business Development Manager

 Bangalore, Karnataka, 560054

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Self motivated professional with 1.9 years of Business Development and Operations experience in a dynamic startup culture. I engage myself in analyzing the unique challenges that come up everyday and oversee operations and execution of day to day orders. I am unafraid to reach out and connect to a diverse group of people, which lends me the ability to empathize with the clients' problems better and enables me to navigate around the operational hurdles successfully.



### Skills

- B2B sales
- New Business Development
- Business development and planning
- Saas Sales
- Lead Generation
- ERP Sales



### Work History

#### ● **Business Consultant**

*SISA Information Security, Bangalore, Karnataka*

- Handling Asia Pacific region for Sales and Marketing activities.
- Prospected to increase sales lead pipeline and converted leads into new customers.
- Reached out to prospective customers using effective social media, research skills and networking events.
- Responsible for Hunting leads from various social platform.
- End to End process flow right from the lead generation to client servicing post sale.

#### ● **Business Development Manager**

*Vivish Technologies Pvt Ltd, Bangalore, Karnataka*

- Developed and maintained courteous and effective working relationships.
- Responsible to new client acquisitions for partnership.
- B2B Lead generation

2021-06 - Current

2019-12 - 2021-06

2018-04 - 2020-05

- Advertisement Sales
- ERP Sales
- SaaS Sales



## Education



### **MBA: Marketing Management**

*Ramaiah Institute of Management Studies - Bangalore*



## Languages



Hindi



English