

# Md Tauheed Alam

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## Objective

Results-driven Business Development Specialist with expertise in market research, consumer behavior analysis, and lead generation. Skilled in utilizing tools like LinkedIn Sales Navigator, Apollo.io, and SalesQL to optimize sales pipelines and drive growth. Experienced in bidding and proposal writing on platforms like Upwork and Freelancer, successfully securing projects and delivering results. Seeking a dynamic role to contribute to strategic growth and organizational success.

## Experience

**Business Development Executive** —Dec 2024 - till date  
**Misha Infotech Pvt Ltd**

- Responsible to generating the leads and target country US, UK and Gulf countries.
- Learned about the US and UK market and lead generation through LinkedIn Sales Navigator and LinkedIn Helper.
- Managed databases and conducted outreach to prospects.
- Tool Expertise: LinkedIn SalesNavigator, expertise in LinkedIn Helper, LinkedIn SalesQL

**Business Development Executive** —Nov 2023 - Nov 2024  
**Apcomp Infotech**

- Experienced in bidding on freelancing platforms such as Upwork and Freelancer, with a strong track record of securing projects and delivering results.
- Prepared comprehensive reports and presentations showcasing the company portfolio.
- Writing proposals efficiently and handling clients calls.
- Coordinated within the Team and Performing as a Team.

## Skills

- Technical Skills - MS Office-Word,Excel and PowerPoint, Computer and Internet Applications
- Soft Skills - Strategy and Business Planing, Business Development Marketing Research,Data Analysis and Web,App technologies,Team Management Traning Skills
- Sales Tools (Sales Navigator, SalesQL, Apollo.io)

## Education

**B.Tech - Aligarh Muslim University** 2019 - 2023  
CPI - 7.713/10

## Additional Information

- Awards for successfully securing deals and completing within the time limit, I recieved the Employee of the month twice.
- Languages - English, Hindi

## Personal Qualities

Self-motivated, self-sufficient, enthusiastic, and possessing strong problem-solving abilities, Adaptability and flexibility.