

Zargham Haider

+92 320 4501039

zarghamh96@gmail.com

[linkedin.com/in/zargham-haider-189492161/](https://www.linkedin.com/in/zargham-haider-189492161/)

PROFILE

Business Development Manager and Growth Strategist with 6+ years of proven success in client acquisition, B2B sales, and revenue growth across global markets. Specialized in platforms like Upwork, Fiverr, and Freelancer.com with expertise in building strong client relationships, executing sales strategies, and negotiating high-value contracts. Passionate about helping brands scale sustainably through tailored business development strategies and process optimization.

KEY PROJECTS & ACHIEVEMENTS

- Client Acquisition & Upwork Growth: Closed multiple high-value projects helping agencies and SMEs scale revenue.
- B2B Sales Strategy: Designed workflows improving retention and partnerships.
- Global Market Expansion: Built pipelines in UAE and Pakistan, managing hybrid and remote teams.
- Workflow Optimization: Enhanced CRM and proposals, reducing lead response time by 30%.

PROFESSIONAL EXPERIENCE

CodeSuite– Dubai, UAE- Hybrid

Business Development Manager | Jun 2025 – Present

Senior Business Developer | Oct 2024 – Present

- Identifying new growth opportunities and building strong partnerships.
- Driving client acquisition and negotiating contracts in competitive markets.
- Leading market analysis, planning, and sales initiatives to exceed revenue targets.

Byte Sailors – Lahore, Pakistan (Remote)

Business Development Manager | Mar 2024 – Apr 2025

- Managed global clients and scaled business operations through digital platforms.
- Executed strategic business development campaigns and client outreach.

IT Extension – Lahore, Pakistan (On-site)

Business Development Manager | Feb 2024 – Oct 2024

- Provided consultancy and led sales initiatives for IT services.
- Successfully closed multiple B2B deals through tailored proposals.

PureLogics – Lahore, Pakistan (On-site)

Business Development Representative | Jan 2023 – Apr 2024

- Focused on CRM management, bid preparation, and lead generation.
- Developed customized solutions and maintained strong client accounts.

SpyreSync – Lahore, Pakistan (On-site)

Business Development Executive | Jun 2022 – Jan 2023

- Handled freelancing platforms, client acquisition, and business growth strategies.

Value Business Solutions – Lahore, Pakistan

Business Development Executive | Jan 2021 – Jan 2022

- Specialized in proposal writing, B2B sales, and bid management.

Call Center – Lahore, Pakistan

Representative | Mar 2019 – Jan 2020

Dunya News – Lahore, Pakistan

Archive Engineer | Feb 2018 – Feb 2019

EDUCATION

Bahauddin Zakariya University – BSIT | Sep 2015 – Jun 2019

SKILLS

Business Development: B2B Sales, Client Acquisition, Proposal Writing, Account Management
Freelancing Platforms: Upwork, Fiverr, Freelancer.com
Sales & CRM Tools: HubSpot, Zoho CRM, Salesforce (basic)
Core Strengths: Relationship Building, Negotiation, Workflow Optimization, Strategic Planning

Zargham Haider

+92 320 4501039

zarghamh96@gmail.com

[linkedin.com/in/zargham-haider-189492161/](https://www.linkedin.com/in/zargham-haider-189492161/)

PROFILE

Business Development Manager and Growth Strategist with 6+ years of proven success in client acquisition, B2B sales, and revenue growth across global markets. Specialized in platforms like Upwork, Fiverr, and Freelancer.com with expertise in building strong client relationships, executing sales strategies, and negotiating high-value contracts. Passionate about helping brands scale sustainably through tailored business development strategies and process optimization.

EDUCATION

Bahauddin Zakariya University –
BSIT | Sep 2015 – Jun 2019

SKILLS

Business Development: B2B Sales, Client Acquisition, Proposal Writing, Account Management
Freelancing Platforms: Upwork, Fiverr, Freelancer.com
Sales & CRM Tools: HubSpot, Zoho CRM, Salesforce (basic)
Core Strengths: Relationship Building, Negotiation, Workflow Optimization, Strategic Planning

PROFESSIONAL EXPERIENCE

CodeSuite– Dubai,UAE- Hybrid

Business Development Manager | Jun 2025 – Present

Senior Business Developer | Oct 2024 – Present

- Identifying new growth opportunities and building strong partnerships.
- Driving client acquisition and negotiating contracts in competitive markets.
- Leading market analysis, planning, and sales initiatives to exceed revenue targets.

Byte Sailors – Lahore, Pakistan (Remote)

Business Development Manager | Mar 2024 – Apr 2025

- Managed global clients and scaled business operations through digital platforms.
- Executed strategic business development campaigns and client outreach.

IT Extension – Lahore, Pakistan (On-site)

Business Development Manager | Feb 2024 – Oct 2024

- Provided consultancy and led sales initiatives for IT services.
- Successfully closed multiple B2B deals through tailored proposals.

PureLogics – Lahore, Pakistan (On-site)

Business Development Representative | Jan 2023 – Apr 2024

- Focused on CRM management, bid preparation, and lead generation.
- Developed customized solutions and maintained strong client accounts.

SpyreSync – Lahore, Pakistan (On-site)

Business Development Executive | Jun 2022 – Jan 2023

- Handled freelancing platforms, client acquisition, and business growth strategies.

Value Business Solutions – Lahore, Pakistan

Business Development Executive | Jan 2021 – Jan 2022

- Specialized in proposal writing, B2B sales, and bid management.

Call Center – Lahore, Pakistan

Representative | Mar 2019 – Jan 2020

Dunya News – Lahore, Pakistan

Archive Engineer | Feb 2018 – Feb 2019