



# TAWFEEQ NOOH

Sales Executive | <https://www.linkedin.com/in/tawfeeqnooh>

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Chennai, India.

## SUMMARY

Experienced Business Development Executive with over four years of expertise in IT B2B sales, lead generation, and global market expansion. Specializing in enterprise solutions and SaaS sales, with a strong ability to acquire and engage C-level executives across global markets. Adept at driving revenue growth, securing high-value deals, and building long-term client relationships in competitive markets.

## EDUCATION

### Master of Business Administration - Marketing

Xavier Institute of Management and Entrepreneurship | CGPA: 5.39/8.00

Chennai, India

2019 - 2021

### Bachelor of Business Management

Vels Institute of Science, Technology and Advanced Studies | CGPA: 7.90/10.00

Chennai, India

2016 - 2019

## SKILLS & EXPERTISE

### Business Development & Sales

- Cold Calling & Email Outreach
- B2B Lead Nurturing & Sales Pipeline
- Sales Forecasting & Quota Attainment

### Market Expertise

- IT & SaaS Sales | Enterprise Solutions
- Middle East | US | UK | South Africa | India
- Go-To-Market (GTM) Strategies

### Client Engagement & CRM

- C-Level Executive Engagement
- Customer Relationship Management
- HubSpot | Salesforce | Zoho CRM

### Tools & Technologies

LinkedIn Sales Navigator | Seamless.AI | Apollo | Lusha | ZoomInfo | Hunter.io

### Languages Known

English | Malayalam | Tamil | Hindi (Basic) | Arabic (Basic)

## EXPERIENCE

Apr 2024 - Jul 2024

Hinduja Tech

### Lead Generation Executive

- Acquired 4 new SAP clients, contributing over £200,000 in revenue, by collaborating with the VP of Business Unit to strategize client acquisition in the US, UK, and France markets.
- Improved client engagement by 30%, as assessed by successful onboarding, by leveraging market insights and customized solutions to meet client needs.

Nov 2022 - Jul 2024

Thengai Pattanam

### Founder & Brand Strategist

- Increased customer foot traffic by 40% by developing a distinctive tender coconut-based menu, catering to a niche market and enhancing brand differentiation.
- Expanded B2B reach by 30% by partnering with local suppliers and event caterers, securing long-term contracts through strategic negotiations and quality service delivery.

Jun 2023 - Nov 2023

Alpharithmetic Technologies

### Business Development Executive

- Achieved INR 50,00,000 revenue growth as calculated by successful sales operations in Tamil Nadu and Kerala, by directing market efforts for IBM's product suite.
- Secured a 30% increase in business opportunities as measured by high-value contracts with CIOs, CDOs, and IT VPs, by engaging top-tier executives and driving sales initiatives.

Jan 2022 - Oct 2022

Vajro India Pvt Ltd

### Business Development Executive

- Surpassed sales targets by 200% in two instances, achieving 100% of quotas consistently, by demonstrating exceptional sales acumen leading the team targeting the Middle East market.
- Attained a 20% salary increase and rapid promotion from grade B to grade A within three months, as evaluated by outstanding performance and exceeding expectations.

Aug 2020 - Dec 2021

Savvient Technology

### Self-Employed | Digital Solution & Consulting

- Established a legally compliant business by registering the company under the Tamil Nadu Government & GST, ensuring operational legitimacy and transparency in all financial transactions.
- Secured a \$12,000 project within 45 days of launch by acquiring a Chicago-based investor via cold outreach, delivering a custom TikTok clone, and achieving a key business milestone.

## INTERNSHIP

TCS iON

Bhumi NGO

McDonalds

PUMA INDIA

## REFERENCE

**Manas Mahamood**

Larsen & Toubro

**Phone:** +966 58 222 6302

**Designation:** Administration

**Sabaahul Islam**

Al Feroz Al Lamea

**Phone:** +971 56 628 8605

**Designation:** MEP Project Engineer