

Shiek Mathar S

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OBJECTIVE

Dynamic and results-driven Business Development Executive in identifying growth opportunities, driving revenue, and building lasting client relationships. Adept at market research, strategic planning, and closing sales deals in competitive environments. Seeking to leverage strong communication, negotiation, and problem-solving skills to contribute to Team growth and expand its client base.

EDUCATION

Annamalai university

Bachelor of engineering in computer science

Chidambaram, Tamilnadu

2019-2023

Work Experience

Labglo Technologies

Role name, Business Development Executive

Nov, 2024 – Still now

- Collaborated with clients to understand requirements and objectives.
- Work closely with marketing, product development, and operations teams to ensure seamless execution of business strategies.
- Monitored competitor pricing tools and technologies, identifying opportunities for differentiation and areas where **Price.com** could provide additional value.
- Worked closely with clients to understand their unique pricing challenges and tailored **Price.com**'s solutions to meet their specific needs, ensuring optimal pricing models and maximizing revenue.
- Led the onboarding process for new clients, working closely with technical teams to ensure a smooth integration of **Price.com** into clients' systems.

PROJECT WORK

Price.com

- I was responsible for driving the growth and expansion of **Price.com**, a leading pricing optimization and comparison platform developed by **Labglo Technologies**.
- My focus was on identifying new business opportunities, building strategic partnerships, and increasing sales by promoting **Price.com**'s advanced pricing solutions, aimed at helping businesses optimize their pricing strategies and boost revenue.
- Represented **Price.com** at key industry conferences, seminars, and workshops related to e-commerce, pricing strategy, and technology, building brand awareness and credibility.
- Collaborated with the marketing and product teams to develop targeted sales strategies and campaigns that showcased the unique benefits of **Price.com**, emphasizing how the platform leveraged data analytics and artificial intelligence to set optimal pricing.
- Engaged in active networking to form strategic alliances with potential partners and customers, generating valuable opportunities for collaboration and growth.

Additional

- Web development Course in Anjana Infotech Rajapalayam.
- Power BI Workshop in Office masters

Skills

- Market Research & Analytical Skills
- Strategic Thinking & Planning
- Collaboration with Product Development
- Power BI

DECLARATION

I Hereby Declare that the Information Furnished above is True to the Best of My Knowledge.