Ehsaan Nawaz Tanoli

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Dynamic and results-oriented Business Development Executive with a proven track record of driving growth and fostering strategic partnerships across diverse industries. Adept at identifying opportunities, building strong client relationships, and leading cross-functional teams to achieve organizational goals.

EDUCATION

MSc Data Science and Analytics |University of Hertfordshire

Relevant coursework: Data Science, Statistical Modeling and Machine Learning, Big Data Analytics and Cloud Computing, Data Mining and Visualization, Business Intelligence and Decision Systems.

Master of Business Administration |Institute of Business Administration

Relevant coursework: Business Administration, Strategic Planning and Decision Making, Project Management Framework and Tools, Sales, Marketing Management, Organizational Behavior.

Bachelor of Science in Computer Science |Iqra University

Relevant coursework: Computer Science, Database Management, Project Management, Object Oriented Programming, Statistics, SQL, Machine Learning, Entrepreneurship, Business Communication.

EXPERIENCE

BUSINESS CONSULTANT | AIM5 | MILTON KEYNES, UNITED KINGDOM

Oct 2025 – June 2026

- Leading strategic client consultations to identify key challenges and deliver tailored solutions utilizing AIM5's expertise, directly securing new business and driving growth.
- Organizing the end-to-end business development process, from initial market research and lead qualification to crafting proposals and negotiating contracts, ensuring a seamless client journey.
- Analyzing market trends and client data to develop data-driven strategies that identify new growth opportunities and improve service offerings for clients.

BUSINESS DEVELOPMENT EXECUTIVE | PLANSTREET | LEXINGTON, KENTUCKY

Feb 2025 – Sep 2025

- Executed the full business development lifecycle, from initial lead generation to closing, driving growth for PlanStreet's services.
- Authored and managed responses to Requests for Proposals (RFPs), effectively communicating the company's value proposition to secure new business.
- Spearheaded key business development initiatives to expand the client pipeline and support the company's strategic growth objectives.

BUSINESS DEVELOPMENT EXECUTIVE | VIDIZMO | TYSONS, VIRGINIA

Jan 2024 – Jan 2025

- Drove significant revenue growth by identifying and capitalizing on new opportunities in AI-powered enterprise video, digital transformation, and SaaS markets.
- Managed the entire sales lifecycle, from lead generation to closing deals, while building lasting client relationships that secured repeat business and long-term partnerships.
- Enhanced sales efficiency and strengthened the company's market position by leveraging CRMs and sales enablement tools and collaborating with cross-functional teams.

SKILLS

Negotiation & Closing Deals - Market Research & Competitive Analysis - Account Management - Presentation - Client Onboarding & Support - CRM Tools (Salesloft, HubSpot, ZoomInfo, Sales Navigator, Microsoft Clarity).

CERTIFICATION

Business Analysis and Project Management- Digital Transformation - Assets, Threats and Vulnerabilities- Manage Security Risks.