

# Mohsin Mk



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📍 Dubai, UAE in Mohsin Mk

## PROFILE

Goal-driven Business Development Executive with 2 years of experience. Demonstrated success in increasing revenue, negotiating deals, and fostering client relationships. Proficient in written and verbal English communication. Strategic thinker committed to achieving targets through customer-centric approaches and strong interpersonal skills.

## LANGUAGES

English	● ● ● ● ●
Hindi	● ● ● ● ●
Malayalam	● ● ● ● ●
Urdu	● ● ● ● ●

## EDUCATION

**Bachelor of Business Administration**  
New Horizon College/ Bangalore University  
2022 | Bengaluru, India

## SKILLS

- Communication and networking
- MS Office and CRM platforms
- Business Planning
- Leadership
- Strategic Planning
- Interpersonal Skills
- Client Relationship Management

## PROFESSIONAL EXPERIENCE

### Business Development Executive

Simpl(One Sigma Technologies Pvt Ltd)

08/2021 – 01/2024 | Bengaluru, India

- Conducted comprehensive market research to identify potential business opportunities and emerging trends within the fintech and B2B sectors.
- Analyzed competitor activities and market dynamics to formulate effective strategies for business growth.
- Prospected and engaged with potential B2B clients, showcasing the benefits of Simpl's buy now pay later platform.
- Cultivated and maintained strong relationships with key clients, ensuring customer satisfaction and retention.
- Collaborated with the sales and marketing teams to develop targeted strategies for promoting Simpl's B2B solutions.
- Tailored presentations and product demonstrations to showcase how Simpl's buy now pay later platform aligns with the specific needs and goals of potential clients.
- Provided in-depth training to clients on the platform's features and benefits.
- Collaborated with product development, marketing, and customer support teams to ensure a unified approach in meeting client needs.

### Representative, Operations

Concentrix India

02/2021 – 07/2021 | Bengaluru, India

- Cross sell of bank products to prospective and current clients.
- Resolved an average of 30 inquiries per day through email and phone support, leading to an impressive 98% customer satisfaction rating.
- Managed communication with colleagues to resolve discrepancies in financial and client statements, supporting the daily recording and balancing of financial transactions.
- Assisted customers with financial transactions and provided guidance by suggesting products to help them plan for their financial future.
- Processed cash withdrawals, deposits, and various other customer financial transactions.

## CERTIFICATES

**Business Analysis & Process Management**

## TECHNICAL EXPERTISE

Oracle

Salesforce

Slack