



MUHAMMED ASHIQUE MK

BUSINESS DEVELOPMENT EXECUTIVE

+971 561078749 ashiquemhd007@gmail.com Dubai, UAE

ACADEMIC CREDENTIALS

2020 **BACHELOR OF BUSINESS ADMINISTRATION**
(Specialization in HR)
- Calicut University

COURSE CERTIFICATE

Arabic - English Typing & Office Automation
- Regent Skills Academy

COMPUTER PROFICIENCY

MS Office	★★★★
Tally	★★★★
Arabic & English DTP	★★★★★
Basic Operations	★★★★★
Repos & imark	★★★★★

LANGUAGES KNOWN

English	██████████
Malayalam	██████████
Hindi	██████████

LICENCE DETAILS

Driving Licence Expiry : 22/11/2025

REFERENCE

▪ Available upon request

CAREER ABRIDGEMENT

3+ years of experience in Business Development strategist who build strong, dedicated client relationships that are built on trust. Result oriented with a proven track record of improving the market position and expansion of the company. Skilled in building business relationships, strategic planning and analytical thinking

KEY SKILLS

Strategic skill

marketing

Business intelligence

Negotiation

Research skills

Communication skill

Interpersonal ability

EMPLOYMENT CHRONICLE

BUSINESS DEVELOPMENT EXECUTIVE - 2023
INFONET TECHNOLOGIES – ABU DHABI, UNITED ARAB EMIRATES

KEY RESPONSIBILITIES

- Developed and implemented strategic business plan and marketing strategies.
- Managed complex contract negotiation and communication with the legal professional.
- Prepared weekly and monthly reports and delivered to the management regarding the progress.
- Negotiate with clients and give them best deal.
- Built and maintained relationship with clients, companies in order to get new opportunities.
- Conducting meeting with clients for presentation of software.
- Preparation and sending of quotation to the clients or companies according to the requirement.

BUSINESS DEVELOPMENT EXECUTIVE- 2020 – 2022
ALFA - TRADING VALANCHERY- KERALA, INDIA

KEY RESPONSIBILITIES

- Procuring new clients through direct contact, Word of mouth and collaboration with marketing department.
- Conceive and develop efficient and intuitive marketing strategies.
- Building and maintaining client relationship and negotiation of contract.