

# MUBASHEER KV

BUSINESS DEVELOPMENT & SALES PROFESSIONAL

0528667706  
mubashirkv@gmail.com  
Dubai, UAE



Passport No. : R1144372  
Date of Expiry : 04-06-2027  
Visa Status : Valid Resident Visa  
Date of Birth : 06-09-1992

## LICENCE

Valid UAE Driving License  
License No: 2819762

## SKILLS

- Decision Making
- Adaptability
- Organization
- Sales Leadership
- Customer Service
- People Management
- Digital Marketing
- Negotiation and communication
- MS Office
- Stress Management
- Interpersonal Skills
- Social Media
- Content writing
- Conflict Handling

## LANGUAGES

- ❖ Arabic  
*Professional working proficiency*
- ❖ English  
*Full professional working proficiency*
- ❖ Hindi  
*Full professional working proficiency*
- ❖ Malayalam  
*Native proficiency*

## SUMMARY

Dedicated, Adaptable, Confident Professional with 4+ years of FMCG & Business Development experience with a valid UAE Driving License. I have accurate knowledge of FMCG products to help in Buying and Budget Planning and also have strong skills in Digital Marketing. As an MBA Graduate, I am optimistic that I can excel in new opportunities with the help of my experience.

## WORK EXPERIENCE

- **SALES COORDINATOR** 2020 AUG- PRESENT  
ABU SHAREEF TRADING, ABUDHABI
  - Manage and motivate a team to increase sales and ensure efficiency
  - Manage stock levels and make key decisions about stock control
  - Analyse sales figures and forecast future sales
  - Building relationships with suppliers and negotiating with them for the best price, quantities and delivery timescales
  - Arranging transport of goods and tracking orders to ensure timely delivery
- **BUSINESS DEVELOPMENT OFFICER - REAL ESTATE** 2019 APRIL-2020 AUG  
LINE UP TOWERS PROPERTY MANAGEMENT LLC.
  - Generating client leads to buy, sell, and rent a property.
  - Counselling clients on market conditions, prices, and mortgages.
  - Developing a competitive market price by comparing properties.
  - Creating lists for real estate sale properties, with information location, features, square footage, etc.
  - Showing properties to potential buyers and renters.
  - Presenting purchase offers to sellers.
  - Facilitating negotiations between buyers and sellers.
- **DIGITAL MARKETING EXECUTIVE** APRIL 2018 - FEB 2019  
ASIAN PAINTS INDIA LTD.
  - Identify trends and insights
  - Allocate marketing investments
  - Plan and direct marketing campaigns
  - Optimize content for the website and social media platforms
  - Follow best practices for Social Media Marketing on different platforms.
  - Managing the digital marketing budget, including allocating budgets across different channels and platforms.

## **HOBBIES**

- Travel
- Reading
- Organising events in the Community
- Watching News
- Closely watching Technology Trends
- Photography
- Sports

## **EXPERTISE**

- Poster Designing
- Video Editing
- Movie Making
- Social Media

## **EDUCATION**

- **Master of Business Administration**  
*DC School of Management and Technology,  
Vagamon  
Marketing – HR*
- **Bachelor of Business Administration**  
*University of Calicut  
Human Resource Management*

## **CERTIFICATES**

- Certificate Course on Digital Transformation and Marketing. (March 2017)  
*Digital Business School, Kochi*
- Data Analysis Competitive Intelligence, and Advanced Search through Google. (October 2016)  
*Proseperity, Bangalore*

## **PROJECT & INTERNSHIP**

- Project done in Meriiboy Icecreams titled 'A Study on effectiveness of Promotional mix used by Meriiboy Icecreams ar Ernakulam Region'
- Organizational study done in 'The Malappuram co-operative Spinning Mills Pvt. Ltd, Malappuram.
- Project Report on 'A study of Brand Loyalty of Customers towards Mangalodayam Pharmaceuticals Pvt. Ltd.

## **DECLARATION**

I hereby declare that all the details provided above are true to the best of my knowledge.

MUBASHEER KV

PLACE : DUBAI