

# MUHAMMED MUBASHIR

Business Development Specialist

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LinkedIn: [linkedin.com/in/muhammad-mubashir-06a69b263](https://www.linkedin.com/in/muhammad-mubashir-06a69b263)

## Professional Summary

Results-oriented Business Development and Sales Specialist with over 8 years of experience in healthcare and diagnostics. Demonstrated success in generating revenue growth, building strategic partnerships, and increasing market share. Proficient in sales strategy, client relationship management, and team collaboration, with a passion for driving business performance.

## Core Competencies

Sales Management, Business Development, Strategic Planning, Customer Service, Negotiation, Lead Generation, Sales Presentations, CRM Management, Product Knowledge, Market Research, Revenue Growth, Problem Solving

## Professional Experience

Business Development Executive | Pegasus Home Healthcare, Dubai, UAE | June 2023 - Present

- Developed and implemented strategic sales plans to drive customer acquisition and growth.
- Built and managed long-term relationships with corporate clients and medical centers.
- Delivered presentations and closed business deals aligned with healthcare needs.

Marketing Specialist | Jabal Sina Medical Centre, Ajman, UAE | 2022 - 2023

- Achieved 20-25% increase in revenue within six months.
- Initiated key partnerships and strategic outreach to corporate clients.
- Designed marketing campaigns to enhance patient engagement and brand visibility.

Accession Incharge & Operations | Star Metropolis Lab, Dubai, UAE | 2019 - 2022

- Oversaw laboratory operations, improving efficiency and turnaround time.
- Managed inventory, logistics, and team coordination to streamline lab processes.

Sales Executive | Dia Life Laboratory, Kasaragod, India | 2016 - 2019

- Prospected new clients and maintained strong customer relationships.
- Increased regional sales volume by 30% over two years.

Marketing Manager | DDC Lab, Kerala, India | 2015 - 2016

- Directed marketing initiatives and collaborated with internal teams.
- Prepared proposals, negotiated terms, and drove customer retention.

## Education

- BSc in Medical Laboratory Technology, St. Aloysius International University - Karnataka, India
- Medical Coding Certification, Apex Medcom - Bangalore, India
- Higher Secondary - Board of Higher Secondary, Kerala, India

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- SSLC - CBSE, Kerala, India

## Certifications & Licenses

UAE Driving License | License No: 4284706 | Issued: 09-06-2022 | Expires: 09-06-2029

## Personal Details

Nationality: Indian

Date of Birth: 11 June 1996

Gender: Male

Marital Status: Married

Passport No: M1646514

Visa Status: Residence Visa

## Languages

English - Fluent

Hindi - Fluent

Arabic - Basic

Malayalam - Native

## References

Dr. Moideen Kunhi MD | Dia Life Speciality Clinic & Diagnostics Center | +91 8289881103

Dr. Ibrahim | Kerala Hospital, Athinhal, Kanhanagd | 0467-2208363