

Mohammed Shuaib Rafi

Business Development | Marketing & Sales Executive.

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Resourceful team player with experience with common software applications and social media platforms. Well-versed in business organization and strategies for successfully modernizing workplaces. Skilled at project support with proven history of solutions-oriented problem-solving.

Skills

Teamwork and collaboration
Fast learner
Computer skills
Problem-solving
Adaptability and flexibility
Outstanding communication skills

Professional Experience

2023-03 - 2024-09

Intern

YBI Foundation, Delhi, India

- Participated in agile development processes, effectively adapting to changing requirements while maintaining high-quality results.
- Documented development procedures, creating valuable reference materials for future projects or team members joining the team.
- Collaborated with software engineers to develop and test application procedures for system efficiency.
- Provided technical support for customers experiencing issues with the company's software products, resolving problems efficiently and professionally.

2020-04 - 2023-01

Sales and Marketing Representative

Bestopack.ltd., Hyderabad, Telangana, India

- Boosted sales revenue by implementing effective marketing strategies and building strong client relationships.
- Built local sales and marketing plan for each targeted district within defined territory.
- Worked with sales team to collaboratively reach targets, consistently meeting or exceeding personal quotas.

- Maintained current knowledge of evolving changes in marketplace.

Education

2024-10	Bachelor of Engineering: Computer Science AI & ML <i>LORDS Institute Of Engineering & Technology - Dammam, Saudi Arabia</i>
2020-04	Intermediate Certificate: Mathematics, Physics And Chemistry <i>MS Junior College - Hyderabad, Telangana, India</i>
2018-04	High School <i>International Indian School Dammam - Dammam, Saudi Arabia</i>

Languages

English	Native or Bilingual
Hindi	Native or Bilingual
Arabic	Limited Working