



Muhammad Kashif

3 Years experience in UAE as BDE, 10 Years Experience as Science Teacher & Admin and 6 years experience as BDE of a manufacturing company.

1-Visa Status: Valid Qatar ID and Visa

2-Qatar & Dubai Driving License: YES

Fareej Al Nasr near MirKab Mall

Doha, Qatar

drranakashif15@gmail.com

+974 71546106

Experience

Representative

Zakheerah Trading, Doha, Qatar

2026

- 1-Promoted and sold industrial safety equipment and PPE products to clients and contractors.
- 2-Maintained strong relationships with customers in construction, oil & gas, and industrial sectors.
- 3-Assisted clients in selecting suitable safety products according to project requirements and safety standards.
- 4-Prepared quotations, invoices, and product specifications for customers.
- 5-Coordinated with warehouse and logistics teams for timely delivery of safety equipment.
- 6-Conducted regular market visits to identify new business opportunities and generate sales leads.
- 7-Achieved monthly sales targets and supported company revenue growth.
- 8-Handled customer inquiries, complaints, and after-sales service professionally.
- 9-Maintained updated knowledge of workplace safety regulations and PPE standards.
- 10-Promoted products including safety helmets, gloves, shoes, coveralls, goggles, harnesses, and fire safety equipment.

Business Development Executive

Hoatzin sports smc-private Limited

2020 - 2026

- 1-Production efficiency and on-time delivery rates.
- 2-Product quality compliance.
- 3-Revenue growth and profit margins.
- 4-Customer satisfaction and client retention.



Business Development Executive Cum Credit Analyst



Emirates National Bank Of

Dubai,ENBD(www.emiratesnbd.com)

January 2019 - September 2020

- 1-Established and monitored new/existing credit lines for customers by performing financial statement analysis and by analyzing Dunn & Bradstreet reports.
- 2-Helped to minimize losses to company.
- 3-Provided weekly and monthly reports to all levels of Management.
- 4-Performed financial and industry analyses and prepared supporting documentation for client credit approval.
- 5-Assessed credit worthiness of applicants based on investigative findings.

B2B Sales Executive (Team Leader)

ZheJiang Great Tao E-Commerce Corporation(www.egtcp.com)

October 2016 - January 2019

Industries:FMCG,HORECA,Building Materials,Garments,Plastic Packaging Materials,Electronics,Heavy Machineries, Auto Parts,Logistics,Shipment Assurance and Financing.

- 1:Gather market and client's information,build good working relationships with clients.
- 2.Listen and understand to clients requirements and present appropriately to make a sale and provide the best business services as well.
- 3.Maintain and develop relationships with existing clients in person via telephone calls and emails.
- 4.Follow up and to make cold call to arrange meetings with potential clients to prospect for new business.
- 5.Respond to incoming email and phone enquiries.
- 6.Act as a contact between a company and its existing and potential markets
- 7.Negotiate the terms of an agreement with clients.
- 8.Attend team meetings and share best practice with colleagues.
- 9.Record sales information and maintain clients' records.
- 10.explain in detail and help to our valuable clients about our services.

Science Teacher & Administrator

Kashif Education System,Sialkot, Pakistan.

April 2006 - September 2016

- 1:Perform administrative responsibilities.
- 2:Managed parents teacher meetings regularly.
- 3:Participated in faculty and professional meetings, educational conferences and teacher training workshops.
- 4:Assist school Director with event planning, scheduling meetings, as well as managing school calendar.
- 5:Prepare, administer, and grade tests and assignments to evaluate students' progress.
- 6:Prepare materials and classrooms for class activities.
- 7:Adapt teaching methods and instructional materials to meet students' varying needs and interests.
- 8:Maintain accurate and complete student records as required by laws, district policies, and administrative regulations.
- 9:Assign and grade class work and homework.

Education

Doctor Of Medicines,MD

S.D.Asfendirove Kazakh national medical university
1999 - 2005



One Year Russian Language Certificate

S.D.Asfendirove Kazakh national medical university -
Almaty,Kazakhstan
1999 - 2000



Lectures Attending Certificate

Nagasaki university of japan.

May 2004 - June 2004

Technical Cooperation by the Government of Japan(JICA) had arranged lectures on may 18th 2004 under the supervision of Dr.Tomayoshi Hayashi from Nagasaki unuversity of japan.



Higher Secondary School Certificate(HSSC)

Pakistan International School Jeddah,KSA

1996 - 1998

Major Subjects: Biology, Chemistry, Physics.



Secondary school certificate(SSC)

Pakistan International School Jeddah,KSA

1986 - 1996

Major subjects: Biology, chemistry, physics and Mathematics.



Languages Skills

1-English.

2-Urdu

3-Russian.

Computer skills

Microsoft Office