

# MUHAMMAD KASHIF



**Email:** drranakashif15@gmail.com | **Phone:** +974 71546106

**Current Address:** Fareej Al Nasr near Mirkab Mall, Doha, Qatar

**Visa Status:** Valid Qatar ID and Visa | **Availability:** Available for Immediate Joining

## PROFESSIONAL SUMMARY

Results-driven Business Development and Sales Professional with over 19 years of diverse international experience spanning Qatar, the UAE, and Pakistan. Proven expertise in B2B sales, corporate client relationship management, credit analysis, industrial procurement, and operational administration. Demonstrated ability to build strategic partnerships, manage high-performing teams, analyze financial risks, and consistently achieve revenue growth across diverse sectors including industrial safety, banking, and e-commerce.

## CORE COMPETENCIES

### International Business Development

- B2B Sales & Lead Generation
- Corporate Account Management
- Cold Calling & Client Retention

### Operations & Leadership

- Production Efficiency Optimization
- Team Leadership & Coordination
- Operational Administration

### Financial Risk Analysis

- Credit Assessment & Mitigation
- Financial Statement Analysis
- Risk Management Reporting

### Industries Handled

- Industrial PPE & Safety Equipment
- Banking & Corporate Credit
- E-Commerce, FMCG & Logistics

## PROFESSIONAL EXPERIENCE

### Representative

2026 – Present

*Zakheerah Trading | Doha, Qatar*

- Promoted and sold industrial safety equipment and PPE products (including safety helmets, gloves, shoes, coveralls, goggles, harnesses, and fire safety equipment) to corporate clients and contractors.
- Maintained strong professional relationships with customers across the construction, oil & gas, and industrial sectors.
- Assisted clients in selecting suitable technical safety products aligned with strict project requirements and safety standards.
- Prepared competitive quotations, invoices, and product specifications while maintaining updated knowledge of workplace safety regulations.
- Coordinated seamlessly with warehouse and logistics teams to ensure timely delivery of safety equipment.

- Conducted regular market visits to identify new business opportunities, generate sales leads, and achieve monthly sales targets.
- Handled customer inquiries, complaints, and after-sales service professionally.

### **Business Development Executive**

**2020 – 2026**

*Hoatzin Sports SMC-Private Limited | Sialkot, Pakistan*

- Formulated and executed strategic business growth plans to expand market reach within the sports manufacturing sector.
- Monitored and optimized factory production efficiency, improving on-time delivery rates and maintaining strict product quality compliance.
- Driven revenue growth and protected profit margins while managing core international client relationships.
- Maintained high levels of customer satisfaction and maximized long-term client retention rates.

### **Business Development Executive Cum Credit Analyst**

**January 2019 –  
September 2020**

*Emirates National Bank of Dubai (ENBD) | Dubai, UAE*

- Established and monitored new/existing corporate credit lines by performing rigorous financial statement analysis and reviewing Dun & Bradstreet reports.
- Performed deep financial and industry analyses, preparing critical supporting documentation for client credit approval.
- Assessed the creditworthiness of applicants based on investigative findings to minimize financial losses for the bank.
- Provided structured weekly and monthly financial and risk management reports directly to all levels of senior management.

### **B2B Sales Executive (Team Leader)**

**October 2016 –  
January 2019**

*Zhejiang Great Tao E-Commerce Corporation | Dubai, UAE*

- Managed end-to-end B2B sales cycles and built strong working partnerships across multiple industries including FMCG, HORECA, Building Materials, Garments, Plastic Packaging, Heavy Machinery, and Logistics.
- Gathered deep market and client intelligence, listening to requirements to present targeted business services and secure high-value agreements.
- Executed proactive cold calling and structured follow-ups to set up strategic meetings with high-potential corporate clients.
- Acted as the primary point of contact between the corporation and expanding international target markets.
- Coordinated team activities, recorded precise sales tracking data, and systematically maintained client relationship management records.

*Kashif Education System | Sialkot, Pakistan*

- Managed comprehensive daily school administrative and academic operations, including calendar scheduling, staff coordination, and event planning.
- Conducted regular parent-teacher conferences and participated in faculty training, educational workshops, and professional conferences.
- Structured, administered, and graded assessments to evaluate and accurately record student progress in compliance with educational regulations.
- Adapted teaching methodologies and instructional materials to meet varying student needs, preparing resources for engaging classroom environments.

## **EDUCATION**

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### **Doctor of Medicine (MD)**

**1999 – 2005**

*S.D. Asfendiyarov Kazakh National Medical University | Almaty, Kazakhstan*

- **One Year Russian Language Certificate (1999-2000):** Completed at S.D. Asfendiyarov Kazakh National Medical University, Almaty, Kazakhstan.
- **Lectures Attendance Certificate via JICA (May 2004 – June 2004):** Nagasaki University, Japan. Attended technical cooperation lectures arranged by the Government of Japan under the supervision of Dr. Tomayoshi Hayashi.

### **Higher Secondary School Certificate (HSSC)**

**1996 – 1998**

*Pakistan International School Jeddah | Jeddah, Saudi Arabia*

- **Major Subjects:** Biology, Chemistry, Physics

### **Secondary School Certificate (SSC)**

**1986 – 1996**

*Pakistan International School Jeddah | Jeddah, Saudi Arabia*

- **Major Subjects:** Biology, Chemistry, Physics, and Mathematics

## **SKILLS & LICENSES**

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**Languages:** English (Professional), Urdu (Native/Fluent), Russian (Conversational)

**Computer Skills:** Microsoft Office Suite (Word, Excel, PowerPoint, Outlook)

**Driving Licenses:** Valid Qatar Driving License | Valid UAE (Dubai) Driving License