



MOHAMED JAVITH IMRAN

BUSINESS DEVELOPMENT ASSOCIATE

Contact Details

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6C Street,
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OBJECTIVE

Actively seeking a challenging full time position with a proven track record of achieving in identifying new business growth opportunities for profit maximization of the company.

PROFESSIONAL SKILLS

Working knowledge of Microsoft Office

Strong organizational skills

Attention to detail

Ability to work under pressure within a tight deadline

Quick learner and ability to adapt to change

Ability to Multi-task

Good written and communication skills

Ability to work in a team and collaborate

Project Management

Problem solving skills

CAREER PROGRESSION

BUSINESS DEVELOPMENT ASSOCIATE (2 YEARS)

Kamal Timbers, India September 2019- September 2021

- Responsible for sales growth & new client acquisition
- Interact with customers and buyers to help them understand their need and thereby selling the right product
- Research and identify new business opportunities thereby contributing to company's growth
- Rapport-building, persuasion and negotiation with the customer
- Preparing sales reports of the generated revenue and future revenue projections
- Directly report to founder of this startup about performance evaluation and daily business activities
- Responsible for dealing with B2B and B2C segment of imported Malaysian Wood
- Technical Documentation
- Manage day to day operational duties
- Assist investors and senior management with a variety of marketing and business development related requests

ACADEMIC BACKGROUND

- **University of Birmingham**

Masters of Science in International Business (April 2017- April 2018)

- **The Royal Melbourne Institute of Technology (RMIT University)**

Bachelor of Business Management (June 2015- December 2016)

- **Singapore Institute of Management**

Diploma in Management Studies (January 2014 - May 2015)