

## Mustufa Tinwala

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### SUMMARY

Result-driven Lead Generation and Business Development Specialist with extensive experience in B2B/B2C data mining, digital marketing, CRM management, and web research across global markets (USA, UK, Europe, Middle East). Skilled in using LinkedIn Sales Navigator, Hubspot, and premium email sourcing tools.

### SKILLS

- Lead Generation | Data Mining | LinkedIn Research
- Web Research | Email Extraction | Market Research
- CRM Tools (Hubspot, Pipedrive) | Data Scraping | SEO
- Tools: Apollo.io, Hunter.io, Snovio, leadleaper

### EXPERIENCE

#### Freelance — Business Development / Lead Generation

June 2024 – Present | Rajkot

- Worked on linkedin for sending connection request.
- Worked on email to the leads using Chatgpt and AI tools.

- **IX Softwares — Trainee Website Developer**

Mar 2024 – May 2024 | Rajkot

- Trainee Web Developer.

- **i-Quall Infoweb — Business Development Executive**

Mar 2023 – Feb 2024 | Rajkot

- Blog Writing using AI tools
- Handling Social Media Accounts like LinkedIn, Instagram.
- Gather Contact information of C-level company person in USA, UK, Australia.

- **Technostacks Infotech Pvt. Ltd. — Business Development Executive**

Jan 2019 – July 2019 | Ahmedabad

- Worked on upwork and freelance platform.
- Worked on Data mining and Data research analysis from linkedin.

- **AGILE Infoways — Business Development Intern**

Mar 2018 – Sep 2018 | Ahmedabad

- Worked on Data mining and Data research analysis.

## **EDUCATION**

Gujarat Technological University

B.Tech – Computer and Information Sciences (2012 – 2016)

## **CERTIFICATION**

Inbound Marketing