



# Basit Najar

**Nationality:** Indian **Date of birth:** 07/03/1996 **Phone number:** (+971) 0543417765

**Email address:** [bebasit11@gmail.com](mailto:bebasit11@gmail.com)

**Skype:** <https://join.skype.com/invite/KFr1Km4GG1tn>

**LinkedIn:** <https://www.linkedin.com/in/basit-najar-044b35115/>

**Instagram:** [https://www.instagram.com/basit\\_nd/](https://www.instagram.com/basit_nd/)

## ABOUT ME

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Passionate and highly motivated individual with a strong background in technology, client management, and business development, seeking to transition into the real estate industry. Eager to leverage my experience in communication, lead generation, and project management to deliver exceptional service as a Real Estate Agent.

## AREAS OF EXPERTISE

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### Client Relationship Management

Extensive experience communicating with clients from the UK, US, Europe, Dubai, Saudi Arabia, and Australia to generate business and secure software development projects.

### Lead Generation & Business Development

Successfully generated leads and obtained projects for companies by effectively engaging with clients and understanding their needs.

### Negotiation Skills

Strong ability to negotiate project terms and close deals, ensuring mutual satisfaction.

### Project Management

Experience managing multiple projects from inception to completion, ensuring timely delivery and quality results.

### Market Research & Analysis

Ability to conduct thorough market research to identify client needs and business opportunities.

### Effective Communication

Fluent in English, Hindi, and Kashmiri, with a proven track record of building and maintaining strong client relationships. Learning Arabic and Spanish.

## WORK EXPERIENCE

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### Software Developer Engineer

**Lupin Digital Health** [ 21/06/2023 – Current ]

City: Bengaluru | Country: India

- **Managed** client interactions and provided tailored solutions, enhancing customer satisfaction.
- **Collaborated** with cross-functional teams to deliver projects on time, demonstrating strong project management skills.
- **Engaged** with clients from various regions, including the UK, US, Europe, Dubai, Saudi Arabia, and Australia, to secure business for the company.

### Android App Developer

**Hesa** [ 10/11/2022 – 08/03/2023 ]

City: Hyderabad | Country: India

### Android App developer

**Majoor** [ 11/09/2021 – 11/09/2022 ]

City: Riyadh | Country: Saudi Arabia

## **Mobile Application Developer**

**Code Tribe Solutions** [ 20/12/2019 – 04/08/2021 ]

City: Mohali | Country: India

## **EDUCATION AND TRAINING**

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### **Masters in Computer Application**

**Chandigarh Group of Colleges, (PTU University)** [ 11/06/2017 – 15/06/2019 ]

Website: <https://www.cgc.edu.in/>

### **Bachelors's in Computer Application**

**Doaba Group of Colleges, (PTU University)** [ 05/06/2014 – 02/06/2017 ]

Website: <https://dgc.edu.in/>

### **Snow Skiing**

**Indian Institute of Skiing & Mountaineering** [ 17/01/2024 – 30/01/2024 ]

City: Gulmarg | Country: India | Website: <https://www.iismgulmarg.in/>

## **DIGITAL SKILLS**

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Project Development & Project Management / MS Office(MS Word,MS Powerpoint,MS Excel,MS) / Business Development / Client Communication / Lead Generation / Negotiation and mobilization skills / Android Development (Kotlin, Java) / Slack, Office, Trello

## **LANGUAGE SKILLS**

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**Mother tongue(s):** Kashmiri | Hindi

**Other language(s):**

**English**

**LISTENING C2 READING C2 WRITING C2**

**SPOKEN PRODUCTION C2 SPOKEN INTERACTION C2**

*Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user*

## **SKILLS**

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**Negotiation and Persuasion, Time Management and Prioritization**

**Attention to Detail, Customer Service and Relationship Building**

**Problem Solving, Critical Thinking, Adaptability and Flexibility**

**Networking, Business Development and Agile Methodologies**