



CONTACT

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Dubai

EDUCATION

2017 - 2020

NORTH EAST FRONTIER
TECHNICAL UNIVERSITY

- Bachelor Of Computer Applications

SKILLS

- Project Management
- Public Relations
- Teamwork
- Time Management
- Leadership
- Effective Communication
- Critical Thinking

LANGUAGES

- English
- Urdu

- Driving License : UAE Valid

SHAFAT HUSSAIN

BUSINESS DEVELOPMENT SALES & MARKETING

PROFILE SUMMARY:

A Results-driven professional with 8 years of experience in business development, sales, and marketing across diverse industries including automotive services and technology. Proven ability to build strong client relationships, identify growth opportunities, and drive revenue through innovative strategies. Currently leading business growth at Qutbee Technologies, with prior experience in car testing and registration services, delivering customer-focused solutions with impact.

WORK EXPERIENCE

Qutbee Technologies (DUBAI)

2023 - PRESENT

Head Of Business Development

- Identified and pursued new business opportunities to drive company growth and revenue.
- Developed and executed strategic plans to expand market presence and achieve sales targets.
- Built and maintained strong relationships with clients, partners, and key stakeholders.
- Conducted market research to identify trends, competitor strategies, and potential opportunities.
- Led negotiations, closed deals, and ensured profitable partnerships for long-term success.
- Collaborated with internal teams to streamline operations and enhance customer satisfaction.

Tamam Vehicle Testing (Al Ghandi Autos) DUBAI

2018- 2023

Business Development Executive - Car Testing Services

- Managed daily operations, senior personnel, and customer interactions across various channels.
- Developed strategic partnerships with car dealers and rental companies, increasing client base and monthly testing appointments.
- Introduced bundled services (testing, registration, and insurance) to enhance customer convenience and boost revenue.
- Played a key role in business growth by identifying new market opportunities and promoting value-added vehicle services.
- Resolved customer concerns, promoted loyalty, and maintained positive relations.
- Applied analytical skills to enhance administrative and marketing functions.