



MOHAMMED SAFDAR ABBAS

SALES MANAGER

CONTACT

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#12,austin town,
bengaluru ,india-560047.

 [Mohammed Safdar](#)

EDUCATION

2018-2020

ANNA UNIVERSITY

- Master of Business Administration.
- GPA: 6.9/10

2013-2016

THIRUVALLUVAR UNIVERSITY

- Bachelor of Computer Application

SKILLS

- Client Handling
- Public Relations
- Teamwork
- Time Management
- Leadership
- Effective Communication
- Critical Thinking
- SEO

LANGUAGES

- English (Fluent)
- Hindi (Fluent)
- Tamil (Fluent)
- Urdu (Fluent)

PROFILE

MBA graduate in Marketing and Finance from Anna University with over 4.5 years of diverse experience in business development, inside sales, and digital marketing. Successfully served as a Business Development Manager at Rifa Medical Center (2020-2023), driving growth through strategic partnerships and client acquisition. Currently working at Waltr (2023-2025) in sales and marketing, focusing on lead generation, SEO, and email campaigns. Proven track record in building customer relationships, managing orders, and executing data-driven sales strategies. Strong communication skills and a results-oriented mindset make me well-equipped to contribute to dynamic, growth-focused teams.

WORK EXPERIENCE

Kre38labs(Waltr)

2023- PRESENT

Sales Manager and Marketing

- Spearheaded sales efforts for IoT-based water monitoring and Tank Monitoring solutions targeting hospitals, hotels, universities, and residential societies.
- Generated high-quality B2B leads through cold calling, email marketing, and LinkedIn outreach; managed lead funnel from initial contact to deal closure.
- Successfully secured partnerships and purchase orders by identifying client needs, preparing customized proposals, and coordinating technical demos.
- Maintained and updated CRM systems to track leads, follow-ups, and pipeline progress for accurate sales forecasting and reporting.
- Supported field sales and operations by coordinating site visits, preparing marketing materials, and managing client onboarding.

Rifa Medical Center

2020-2023

Business Development Manager

- Managed daily hospital operations, ensuring smooth coordination between departments and front-desk services.
- Built partnerships with pharmaceutical companies for medicine supply and promotional tie-ups
- Organized and executed multiple medical camps in collaboration with NGOs, schools, and local organizations to promote community health awareness.

REFERENCE

Siddharth Panda

Kre38labs(waltr) / CEO

Phone: 9731444004

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Dr.Raqib Abbas

Rifa Medical Center / Founder

Phone: 7904854582

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