



# Mubashir I.

*Portfolio*



<https://www.linkedin.com/in/mubashirzafar/>



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# Professional Experience

Beginner — Intermediate — Expert

*I started my journey in sales industry, polished my strong communication skills to excel in cold calling and adeptly closing leads for my company.*

*Dedicately delivered my best, constantly learning and honing my skills, including inbound calling and upselling, to achieve success in this field.*

*Advancing to an intermediate level in sales and business development, I refine cold calling techniques, master advanced prospecting tools like Apollo.io, Snov.io, Waalaxy, LinkedIn Helper, Sales Navigator and enhance strategic email marketing skills while focusing on relationship management and multi-channel sales strategies for continued success.*

*Reaching the expert level in my sales career, I expanded my expertise in email marketing, B2B sales, and advanced tools such as HubSpot, Sales Force, and LinkedIn automation. I mastered inbound and outbound B2B calling, honed my customer support skills, and adeptly handled challenging situations to consistently convert cold leads into successful closed deals, demonstrating SAAS platforms and create sales funnel.*

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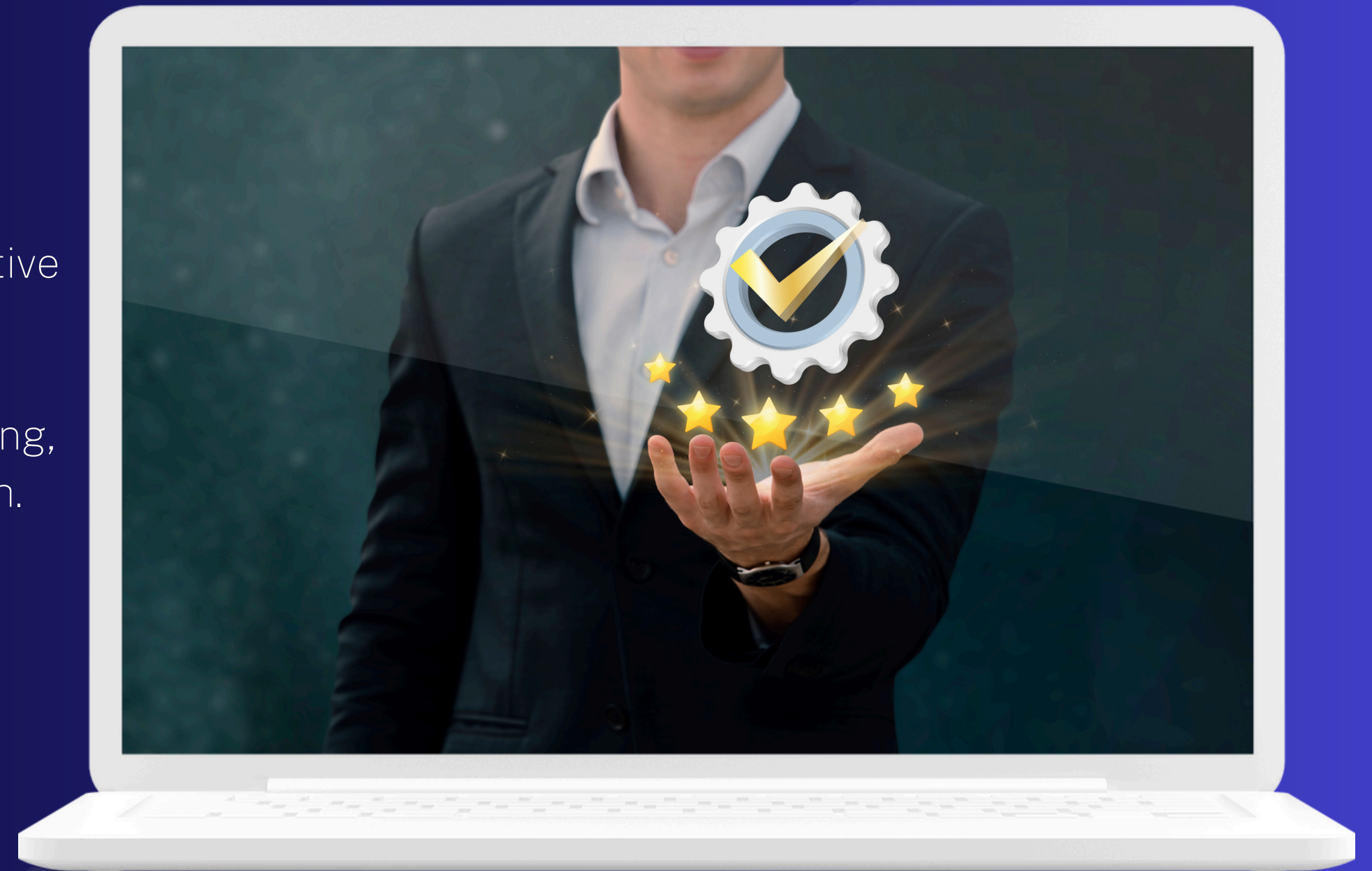
# Expertise

With extensive experience in Lead Generation, effective communication via Phone/Email/Text, Appointment Setting, Customer Service, Virtual Assistance, and successful Inbound/Outbound Sales and Telemarketing, I'm well-equipped to contribute to your team's growth.

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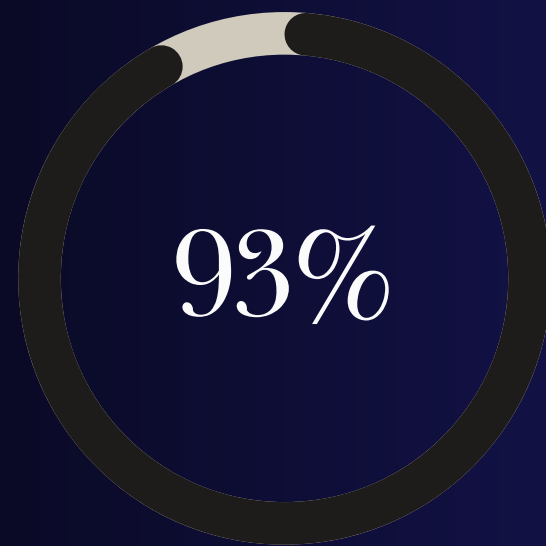
I personally leveraging tools like Mailchimp, Hunter.io, LinkedIn Sales Navigator, HubSpot, Sales force, Apollo.io, Snov.io, and ProspectIn and more. Our expertise lies in generating and converting leads into customers through strategic cold calling and email marketing.

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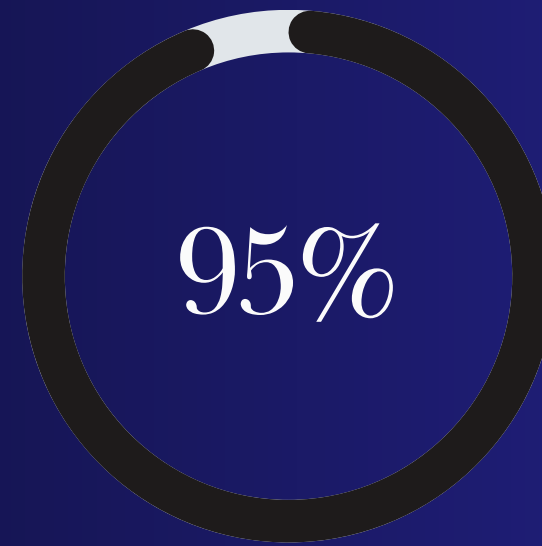




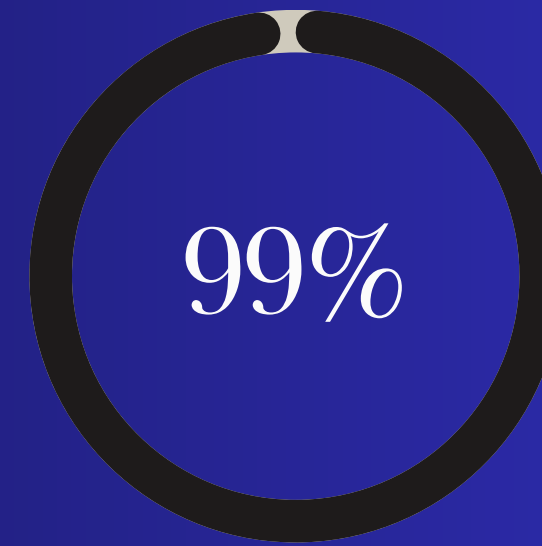
# Personal Skills



B2C skills



CRM and Sales  
Funnel



B2B

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# What I Offer

## Services

- Lead Generation
  - B2B Sales
  - B2C Telecommunication
  - Email Marketing
  - Customer Support (Chat, Email, & call)
  - CRM Training and Management
  - LinkedIn Automation
  - Social Media Marketing
  - Expertise in tools such as Apollo.io, Snov.io, Hubspot, Sales Force, Sales Navigator, Waalaxy, Instanly.ai and G Mass
  - Utilize Teams, Slack, and WhatsApp for client communication and to deliver updates.
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# Project Portfolio



## Clients in USA

I collaborated with clients in the USA across various industries including greenhouses, SAAS, non-profit organizations, cloud services, energy industry, web development and healthcare.



## Clients in Canada

Collaborated with clients in Canada across diverse niches, including marketplace, music industry, real estate, and capital investment.



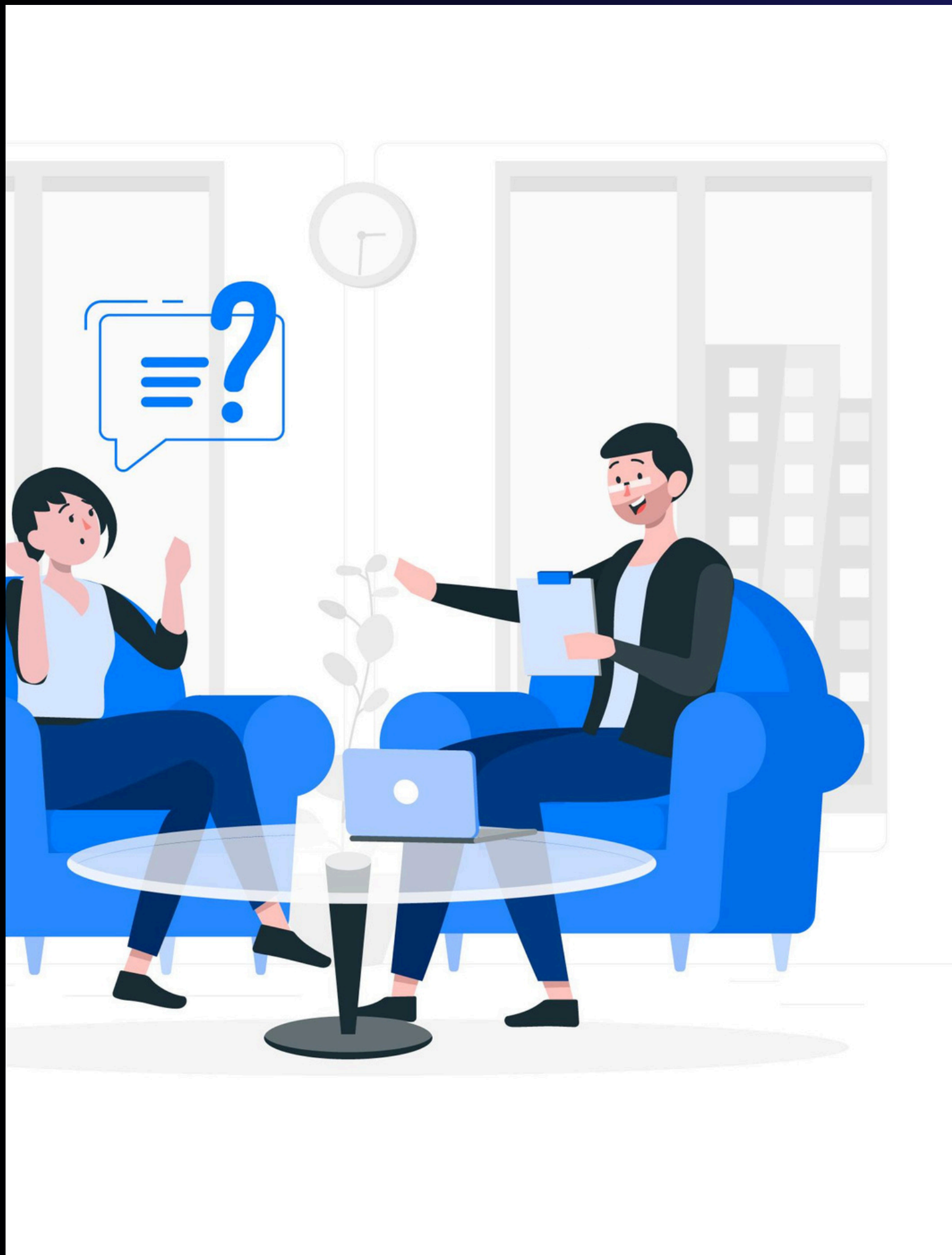
## Clients in Gulf Region

I collaborated with clients in the Gulf region's healthcare industry, focusing on lead generation and collaborating with pharmaceutical prospects to generate leads for our eczema identification application.



# Let's Work Together

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