**Curriculum vitae**

**IBRAHIM BASHA. J**

**Email :** [**ibrahimnaila@gmail.com**](mailto:ibrahimnaila@gmail.com)**,**

**Mobile: 00971-547857702**

**OBJECTIVE**

Total Nine years experience in field of marketing and sales.A Marketing professional in proven background in Hospital environment as Asst. Manager corporate marketing and Sales professional in proven background in Rental Company as Sales coordinator.

**PROFESSIONAL EXPERIENCE**

**Nov 2017 to July 2020) 2 years 7-month experience at M/S KAUVERY HOSPITAL Pvt (LTD) as Assistant Manager Business Development - Salem, TAMIL NADU.**

It is 150 bedded multispecialty Hospital in Salem locality more than 38 Doctor & more than 300 Employees, with notable contribution in the area of corporate marketing.

* Knowledge of medical terminology and Hospital Industries.
* Managing & rolling out branding / Awareness programs Public camps, and exhibition.
* Daily my action plan to visit Referral doctors, Corporate companies, Industries, IT sector, banking sector manufacturing plant, institutions, government sector.etc to bring Health check-up’s and IP Insurance patient to the hospital.
* More than 15 MOU with Corporate companies for IP & Annual Health Checkups.
* Sourcing business from outside single specialty hospital.
* Scheduling & organizing Hospital CME program.
* **Managed Corporate Onsite Health checkup done for-**

**(JSW Contract employees, Ashok Leyland CSR Activity, Hat sun Employees annual health checkup, EPF employee, Camplast Contract Employees Health checkup, Narasus coffee, 48 Private Hotels Vaccination Camp etc.) I have done project in 2018-2019.**

* **My weekly reporting will be reporting to marketing Manager, General Manager, Medical administrator and Unit Head Operation Level.**
* **Answering queries from Doctors, nurses, and healthcare staffs.**
* **Work effectively with internal support department** (Marketing, Sales, Professional services, operations, customer services.
* **Managing coordinating COVID-19 patient & arranged proper Health Education Awareness program.**

**(March 2013 to April 17) 4 Years’ Experience at M/S KAUVERY HOSPITAL Pvt (LTD) as Marketing Team Leader Business Development - TRICHY, TAMIL NADU.**

* It’s a Group of 1100 bedded multispecialty and super specialty Hospital more than 500 Doctor & more than 3000 Employees, with notable contribution in the area of marketing.
* Establishing and maintain good relationship with outside referral Doctors & Corporate company’s,
* Collaborate with Marketing to develop and execute marketing plan through with end user and partner.
* Find, develop, manage and maintain health care relationship.
* Scheduling & organizing Hospital events and Camp.
* **My weekly reporting will be reporting to marketing Manager, General Manager, Medical administrator and managing Director Level.**
* Back-end administration work & other Support activities of Projects

**(March 2011 to Aug 2012) 1.6 Years at M/S AL Mubarak & Sons Transports**

**as Sales Coordinator Dubai –UAE.**

* It’s a rental company renting heavy equipment, Like Crane, Forklift, Bobcat, JCB, Flatbed, Tanker etc. more than 800 Employees & more than 400 heavy equipment, with notable contribution in the areas of Sales .Dubai, United Arab Emirates
* Responsible for carrying Sales Task like Calling to the new customer in regards to their requirement of equipment and gives them the rate.
* Reply to the clients for their inquiries regarding the Equipment rate & Quotation,
* Booking of equipment as per customer request and dispatch to various sites.

Follow-up customer outstanding amount.

* Preparing of report for previous day like Sales Revenue report, operators status, Vehicle status, Bill entering, commission for operators and making invoices & Quotation in system etc.
* Scheduling & organizing company events and meetings.
* Back-end administration & other Support activities of Projects.

**SKILLS**

* Holding degree in Marketing and Public Health care
* Excellent communication and organizational skills.
* Proficient with computer Literate such as Microsoft Excel, Power Point Etc.
* Able to work under pressure and independently.
* Love to Travel.
* Hard worker and guts to achieve company goals.

**EDUCATIONAL PROFILE**

* **Master of Business administration in Marketing & HR,** Bharathithasan University-Trichy,

Jamal institutes of Management, with First Class.

* **Bachelor of Science, Chemistry,** Bharathithasan university-Trichy,

Jamal Mohamed College, with First Class.

* **Higher Secondary Education** Matriculation ,Higher Secondary School,

Tamil Nadu, India, with First Class.

**PERSONAL DETAIL**

Fathers Name **:** JAINULABUDEEN.H

Sex **:** Male

Date of Birth **:** 15 May 1984

Marital Status **:** Married

Nationality **:** Indian.

Languages Known **:** English, Hindi and Tamil.

Passport Copy **:** T 6590401

Permanent Address **:** 85/148 Ezhil Street, Thendral Nagar. KK Nagar.Trichy-21.

**DECLARATION**

I hereby declare that the information furnished above is true to the best of my knowledge.

Place : Yours Sincerely,

Date : **IBRAHIM BASHA.J**