

# Muhammad Labeeb

Remote Sales Professional | Account Executive | Lead Generation & Closing Specialist  
Social Media Manager | Sales | Python Programming | Technical Sales | IT | Web Development

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Sales professional with 2+ years of call center and remote sales experience. Proven success in outbound/inbound sales, lead generation, and closing across Medicare, Obamacare, Final Expense, Home Improvement, Real Estate, and E-commerce. Skilled at building rapport, handling objections, and nurturing client relationships. Effective communicator with a technical aptitude for CRMs and sales tools in fast-paced, high-volume environments.

## Experience

### Account Executive

2024-9 - 2025-7

#### Nexus

Managing and nurturing real estate client relations providing them services like Virtual Assistance, Customer Service, Social Media Management, Transaction Coordination, Admin Tasks, and Digital Marketing, while delegating technical tasks.

### Senior Sales Verifier

2024-7 - 2024-9

#### Mars BPO 2.0

Closing sales, creating and maintaining clients, and verifying sales, while supervising and training new agents.

### Outbound Sales Expert

2024-4 - 2024-5

#### Bini Telecom

verifying leads, and getting new clients, nurturing relations, and helping aged clients in the US, with their Final Expense Insurance.

### Senior Sales Trainer and Specialist

2023-11 - 2024-3

#### Outright Marketing

Training new recruits, closing deals, generating leads, I did it all, Everything related to Sales

### Virtual Assistant, Lead Generation

2023-2 - 2023-6

#### ICM Group - Remote

Lead Generation through Organic Content creation, Social Media Management, and SEO.

### Business Development Manager

2021-9 - 2023-1

#### Extreme Commerce

Developing E Commerce Businesses, and Scaling them from zero to 100, managing inventory, selling, shipping, buyers, and making relations with suppliers, manufacturers.

## Skills and Tools

- **Sales:** Outbound & Inbound Calls Cold Calling & Warm Calling, Lead Generation & Qualification (BANT)
- **Objection Handling:** Closing Techniques Appointment Setting Sales Verification & Compliance
- **Account Executive:** Customer Service, Client Relationship Management, Elderly, High-Volume Dialing
- **Python Programming:** OOP, APIs, Modules, Backend Dev, Web dev, AI, LLM Model Training
- **Youtube SEO,** Content Creation, Social Media Management, Lead Generation through Social Media

## Certifications

- How to Optimize Your Instagram Account
- Small Business Marketing Using Facebook
- System Administration and IT Infrastructure Services
- The Bits and Bytes of Computer Networking
- Foundations of Project Management
- Foundations of Cybersecurity
- Small Business Marketing Using YouTube
- Foundations of User Experience (UX) Design
- Create social media content with Prezi

All done through coursera.