

Mohammed Mubin Mallick:

Leading the Charge in Tech Innovation and
Business Coaching

*In the ever-evolving
world of technology and innovation, few names shine as brightly as
Mohammed Mubin Mallick. As the CEO and Founder of Kiran
Smart, Mubin has emerged as a trailblazer, not only transforming
the tech landscape in Kuwait and Dubai but also earning a
prestigious spot among the world's most inspiring personalities to
follow in 2024.*





providing smart solutions across various industries, with a primary focus on the hospitality sector. Its innovative services combine Robotics, AI, and contactless, manless technologies to deliver cutting-edge results. By staying ahead of market trends, it ensures a competitive edge. Its key offerings include Robotics, AI, Digital Transformation, Guest Internet Management, and Smart Customer Calling Systems.

Recently, the company has established its headquarters in Dubai and is relocating from Kuwait. Kiran Smart now operates offices in three countries: the UAE (Dubai), Kuwait (Salmiya), and India (Bangalore).

Nurturing Talent and Innovation

The Kiran Smart team is built on a foundation of

diversity, expertise, and a shared commitment to excellence. A collaborative and inclusive culture is fostered, where the strengths of each individual are highly valued. Under **Mubin's** leadership, the company emphasizes open communication, continuous learning, and mutual respect, creating an environment that encourages innovation and collective growth. Creativity and initiative are actively promoted, empowering team members to take ownership of their ideas and contributions.

Furthermore, to keep the team motivated, the visionary leader emphasizes creating an inspiring work environment that fosters innovation. He provides opportunities for professional development, offers constructive feedback, and regularly recognizes achievements. By encouraging risk-taking, rewarding creativity, and remaining open to new ideas, he

Experienced CEO and Business Coach

Mubin holds an MBA from Cardiff University and brings 20 years of experience as both an Entrepreneur and Business Coach. After completing his post-graduation in the UK and moving to the Middle East, he identified a significant gap between technology and market demand. Faced with the challenge of finding the right leader for his company, he took on the role of CEO after founding the company, guiding it to success.

Over the past year, **Mubin** has expanded his role to include coaching in addition to his responsibilities as CEO and Founder. This dual role has transformed the dynamics within the company, leveraging his extensive experience to further drive its success and address the evolving needs of the market. Presently, as a coach, his key responsibilities include Leadership Development, Strategic Business Coaching,

Enhancing Team Performance, Talent Management & Retention, Supporting Business Transitions, Improving Employee Well-being & Productivity, Maintaining a High-Performance Culture, and Business Growth and Client Relationship Building.

His leadership style is deeply rooted in empathy and collaboration. **Mubin** leads by example, remaining approachable and staying connected with his team on both professional and personal levels. The visionary leader fosters open communication, ensuring that everyone feels heard, and creates an environment where individuals are empowered to take initiative and develop. At the same time, he holds both himself and his team accountable, maintaining focus on their goals while adapting their approach as needed.

Redefining Hospitality with Smart Solutions

Kiran Smart, under **Mubin's** leadership, specializes in



ensures the team remains productive, engaged, and aligned with the company's vision.

Strategic Digital Marketing and Tech Integration

According to **Mubin**, their business model centers on utilizing cutting-edge technology and driving digital transformation to engage their audience and deliver value. They emphasize the integration of advanced AI, robotics, and contactless solutions within the hospitality sector, enabling their clients to boost efficiency and improve guest experiences.

To effectively reach its target audience, Kiran Smart combines strategic digital marketing with active social media engagement. Its methods include targeted campaigns, content marketing, and establishing thought leadership to enhance its online brand presence.

Additionally, **Mubin** collaborates with industry influencers, participates in key conferences, and maintains an active presence on platforms such as LinkedIn and industry-specific forums. This multi-dimensional approach ensures he and his company remain visible, relevant, and connected to both potential clients and evolving industry trends.

From Challenges to Triumphs

As a successful leader, **Mubin** encounters several challenges that test his resilience and adaptability. One major difficulty is balancing short-term demands with a long-term vision, striving for immediate results without sacrificing future growth. Managing diverse teams involves addressing varied needs and communication styles while keeping everyone aligned with the company's goals.

Navigating uncertainties such as market shifts or economic downturns can be pressuring, but maintaining focus and agility is essential.

Additionally, ensuring employee motivation and engagement, while fostering innovation in a competitive environment, continues to be a significant challenge.

What motivates **Mubin** is the ongoing drive to make a positive impact on others' lives and observe their growth. Witnessing individuals achieve their goals and reach new heights serves as a major source of inspiration for him. Additionally, his faith and belief in a higher purpose provide a solid foundation, while his relentless pursuit of learning, self-improvement, and contributing to a greater cause keeps him energized each day.

Balancing Vision and Demand

The market, especially in hospitality, is rapidly evolving with increased demand for contactless solutions, automation, and tech-driven guest experiences. AI, robotics, and digital transformation are becoming crucial for businesses to stay competitive. Additionally, sustainability and efficiency are becoming increasingly important as companies work to cut costs while providing high-quality services.

Kiran Smart is well-positioned to excel by focusing on these technologies, aligning with the need for seamless, efficient operations across various sectors, including hospitality, education, healthcare, banking, and government. It is dedicated to innovating and adapting to help businesses thrive in this digital and customer-focused landscape.

Success Mantra

When asked to share his success mantra, **Mubin** replied, *“My success mantra is simple: “Lead with purpose, and the results will follow.” I focus on the “why” behind everything we do, and that clarity drives our direction. I also believe in the power of*



Mubin's Blueprint for Success

As a Coach, CEO, and founder, Mubin gives advice, “Embrace change and stay curious to thrive in a rapidly evolving world. Adaptability and continuous learning are key to turning challenges into opportunities and staying ahead. Success involves openness to new ideas, personal growth, and surrounding yourself with inspiring people.”

consistency—showing up every day with passion and commitment. Success isn't just about achieving goals; it's about staying true to your values, supporting your team, and navigating challenges with resilience and positivity.”

Future Roadmap

In 2025, Kiran Smart is expected to maintain its leadership in innovation, particularly within the hospitality industry, by further expanding its AI, robotics, and digital transformation solutions. The company plans to enter new markets, focusing on scalable technologies that improve both customer experiences and operational efficiency. The aim is not only to meet but to surpass the evolving demands of the industry, positioning itself as a top provider of smart, seamless, and sustainable solutions.

Looking ahead, **Mubin's** vision for the company is to grow into a global leader recognized for its innovation and commitment to excellence. It will continue to invest in cutting-edge technology and, crucially, in its workforce, ensuring the team grows alongside its success. By 2030, Kiran Smart is projected to make a lasting impact, setting new industry standards and becoming a trusted partner for businesses worldwide as they navigate their digital transformation journeys. **IZ**





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