



# SARFUDHEEN T

SALES EXECUTIVE



PHONE

+968 78026853



EMAIL

Sharfudheentvr@gmail.com



ADDRESS

Sultanate of Oman

## EDUCATION

2013

**DIPLOMA IN ELECTRICAL AND ELECTRONICS**

Victory ITI

2011

**HIGHER SECONDARY**

Board of Higher Secondary Examination, Kerala

2009

**HIGH SCHOOL**

Board of Public Examination, Kerala

## SKILLS

- Sales Strategy
- Client Relationship Management
- Lead Generation
- Negotiation Skills
- Market Analysis
- CRM Software
- Customer Needs Assessment
- Revenue Growth
- Sales Targets
- Sales Presentations
- Product Knowledge
- Account Management
- Closing Deals
- Sales Forecasting
- Time Management
- Multitasking
- Problem Solving

## PROFILE SUMMARY

Dynamic and results-driven Sales Executive with years of experience in driving revenue growth and increasing market share. Expertise in identifying customer needs, delivering tailored solutions, and building long-term relationships. Skilled in prospecting, negotiating, and closing deals, with a proven track record of meeting and exceeding sales targets. Adept at utilizing CRM software and analyzing market trends to develop and implement effective sales strategies. Excellent communication, negotiation, and customer service skills, combined with the ability to thrive in fast-paced environments and collaborate with cross-functional teams to achieve organizational goals.

## PROFESSIONAL EXPERIENCE

2021

Present

### SALES EXECUTIVE

Nada Happiness Trading LLC Oman (FMCG)

- Develop and implement sales strategies to drive revenue growth and achieve sales targets.
- Generate and qualify leads, nurturing prospects through the sales pipeline and converting them into loyal customers.
- Conduct product presentations and demos, clearly communicating features, benefits, and value propositions to clients.
- Negotiate contracts and close deals, ensuring mutually beneficial agreements that align with company goals.
- Maintain and grow relationships with existing clients, providing exceptional customer service and identifying upsell opportunities.
- Track sales performance and prepare reports, analyzing data to optimize strategies and forecast future sales trends.

2017

2021

### SALES EXECUTIVE

Western International Group KSA (FMCG)

- Collaborate with the marketing team to create targeted campaigns and promotional materials that enhance lead generation and sales conversion.
- Monitor competitor activities and industry trends, adjusting strategies to maintain a competitive edge in the market.
- Manage and maintain CRM systems, ensuring all customer interactions and sales activities are accurately documented and tracked.
- Provide training and mentorship to junior sales staff, sharing best practices and supporting team development to achieve collective goals.
- Handle post-sales support by resolving client issues and ensuring satisfaction to encourage repeat business and positive referrals.

SOFTWARE SKILLS

- Windows 10
- MS Word
- MS Excel
- MS PowerPoint

PROJECTS

- English
- Hindi
- Tamil
- Arabic
- Malayalam

PERSONAL DETAILS

Address : Kerala, India  
Nationality : Indian  
D.O.B : 15.03.1994  
Gender : Male  
Marital Status : Married  
Passport No : W1414186  
Date of Expiry : 15.10.2032  
Driving License : Oman / KSA

HOBBIES



Reading



Traveling



Photography



Badminton

2015 - 2017  
**SALES SUPERVISOR**  
Nesto Hyper, Oman

- Supervise and mentor the sales team, providing guidance, training, and support to enhance performance and meet sales targets.
- Develop and implement sales strategies to drive growth, ensuring alignment with company objectives and market trends.
- Monitor and analyze sales performance through reports and KPIs, identifying areas for improvement and optimizing sales processes.
- Conduct regular sales meetings and coaching sessions with the team to review goals, performance, and progress on key initiatives.
- Oversee inventory management, ensuring stock levels are maintained and product availability aligns with customer demands and sales forecasts.
- Collaborate with marketing and other departments to align sales strategies with promotional campaigns and new product launches.

2014 - 2015  
**SALES EXECUTIVE**  
Maruti Authorised Dealer

- Conduct market research to identify new opportunities and expand the customer base, identifying potential industries or sectors for growth.
- Attend industry events and conferences to network, build brand awareness, and promote products or services to potential clients.
- Prepare customized proposals and quotations based on client needs, ensuring clear communication of pricing, terms, and conditions.
- Coordinate with the customer support and product teams to ensure timely delivery and excellent customer service post-sale.
- Resolve customer complaints or issues promptly and professionally, ensuring customer satisfaction and fostering long-term business relationships.

DECLARATION

Hereby declares that all the details mentioned above are in accordance with the truth and fact as per knowledge and holds the responsibility for the correctness of the above-mentioned particulars.

SARFUDHEEN T