

MUHAMMED MUFSEER P

SALES PROFESSIONAL

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Nationality : Indian | Visa Status : Visit Visa | Passport No. B8088213 | Availability : Immedaite Join

SUMMARY

Results-driven Sales Supervisor with extensive experience in retail sales, field sales, and business development. Proven ability to increase revenue, drive customer engagement, and build strong business relationships. Skilled in market research, negotiation, strategic sales planning, and team leadership. Adept at achieving sales targets, expanding market reach, and enhancing brand visibility.

WORK EXPERIENCE

Field Sales Executive, MRF Paints, Kerala, India **05/2024 – Present**

- Identified and acquired new business leads in the construction industry.
- Presented and demonstrated paint products to site managers and contractors.
- Negotiated and secured tenders for large-scale construction projects.
- Developed and executed sales plans, leading to increased market penetration.

Field Sales Executive, Lotus Cosmetic, Kerala, India **03/2023 – 04/2024**

- Managed client relationships with salon owners to maximize product placement.
- Executed field sales strategies to promote and distribute beauty products.
- Managed client relationships with salon owners to maximize product placement.
- Conducted product demonstrations and training sessions for potential buyers.
- Negotiated pricing and bulk orders, ensuring revenue growth.

Sales Supervisor, Zoul and Zera, Kerala, India **04/2020 – 01/2023**

- Develop and implement sales strategies to maximize revenue and market expansion.
- Lead and train sales teams to improve performance and customer interactions.
- Analyze sales data and market trends to identify new business opportunities.
- Build and maintain strong client relationships to drive repeat business and customer loyalty.

Sales Executive, Onasis Cosmetics, Kerala, India **04/2018 – 02/2020**

- Engaged with customers, providing detailed product knowledge and recommendations.
- Maintained inventory and visual merchandising to drive sales.
- Achieved and exceeded monthly sales targets through proactive customer engagement.
- Developed brand awareness strategies, increasing customer retention and sales.

EDUCATION

Higher Secondary **2014 - 2017**

- Kerala Board of Higher Secondary Education

KEY SKILLS

- Sales & Business Development
- Customer Relationship Management
- Lead Generation & Prospecting
- Market Research & Competitor Analysis
- Negotiation & Contract Management
- Strategic Planning & Execution
- Product Promotion & Brand Awareness
- Team Leadership & Sales Training
- Client Engagement & Retention
- Fluent in English, Hindi & Malayalam