

MUHAMMED SHERMIL VK

FIELD SALES EXECUTIVE



CONTACT



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Ajman, UAE

27/02/1997

EDUCATION

Board of Higher Secondary Education

Commerce
2012-2013

Board of Secondary Education
2011-2012

TECHNICAL SKILLS

- Marketing
- Time & Cash Management
- Customer Service
- Organization & Leadership
- Relationship Building
- Interpersonal Communication
- Negotiation

ABOUT ME

I am a highly motivated Telecom Field Sales Executive with over eight years of experience in the telecommunications and FMCG industries. My expertise lies in identifying new business opportunities, customer relationship management, and achieving sales targets. I possess strong marketing, communication, and negotiation skills, with a proven track record of driving growth and ensuring customer satisfaction.

EXPERIENCE

Primary Sales Representative
PepsiCo Inc.
2023 – 2024

- Identified and developed new business opportunities in the FMCG industry.
- Managed existing customer accounts and maintained strong relationships.
- Negotiated and closed deals to maximize revenue and profitability.
- Collaborated with sales and marketing teams to develop strategies to increase sales.
- Ensured customer satisfaction by resolving issues and complaints.
- Visited key outlets to assess needs, provide support, and gather market feedback.
- Processed invoices and ensured timely payments from customers.
- Stayed up-to-date with industry trends to maintain a competitive edge.
- Prepared regular sales reports on activities, customer feedback, and market trends.

Field Sales Executive
Reliance Jio Infocomm Ltd
2019 – 2022

- Consistently met monthly sales quotas and activity levels.
- Designed and implemented cross-selling and up-selling strategies for existing customers.
- Maintained and updated sales activity records in the tracking system.

Telecom Sales Representative
Tata Docomo Ltd
2016 – 2019

- Sold and serviced data and voice services to small and medium-sized businesses.
- Resolved account disputes and maintained customer satisfaction.
- Prepared and compiled sales proposal documents regularly.

LANGUAGE

English ██████████
Hindi ██████████
Malayalam ██████████
Arabic ██████████

SKILLS

organized ██████████
team work ██████████
communication ██████████
critical Thinking ██████████