

MOHAMMED SAFEER KP

KALLIPARAMBIL HOUSE, MALAPPURAM

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PROFESSIONAL SUMMARY

Experienced in sales with a proven track record of building and leading high- performing teams, seeking a leadership position where he can drive revenue growth and achieve company goals. Results-driven experience in managing operations, inventory, and teams. Skilled in optimizing processes, reducing costs, and ensuring safety. Dedicated to enhancing efficiency, accuracy, and customer satisfaction through effective leadership.

KEY SKILLS

- | | |
|-------------------------------|--------------------------|
| • Microsoft Office | • Product Knowledge |
| • Negotiation Skills | • Data Analysis |
| • Closing Techniques | • Communication |
| • Relationship Building | • Cost Control&Reduction |
| • Problem Solving | • Time Management |
| • Managing the warehouse team | • Safety procedures |
| • Training and Development | • Hiring and Recruiting |
| • Customer Service | • Sales Planning |

PROFESSIONAL EXPERIENCE

SALES MANAGER - 2 Years

Quezee Foods Manufacturing Company – Pulamathole, Kerala

- Increased the sale of low performing items by Using Salespromoter Techniques that included product placement and visual
- Hired and trained 10 employees on new products, Customer service and consultative selling techniques
- Led a team to improve warehouse efficiency, reducing processing times by 20%.
- Increased order accuracy by 15% through the implementation of advanced inventory systems.

SALES MANAGER - 1 Year

Thyma Foods Manufacturing Company- Kottakkal Kerala

- Managed a sales team of 12, driving a 25% increase in sales through targeted marketing campaigns.
- Orchestrated the launch of a new product line, resulting in a 20% increase in market share within the first six months.

- Enhanced customer satisfaction rates by 30% through the implementation of a new customer feedback system
- Controlling and managing warehouse inventory levels to optimize stock and prevent shortages.
- Supervising warehouse staff, assigning tasks, and ensuring efficient workflow

SALESMAN CUM DRIVER - 2.5 Years

Saudi Kuwaiti Food Company - Saudi Arabia

- Selling Products Using solid arguments to prospective Customers
- Making Follow up calls to ensure Customer satisfaction
- Keep in mind on time delivery
- Coordinate sales efforts with team members and departments

SALES MANAGER – 2 Years

MFC Fruits International Pvt Ltd- Kochi Kerala

- Negotiated contracts with suppliers, resulting in significant cost savings for the company.
- Managed a team of 20 sales representatives, providing coaching, training, and performance feedback to maximize team performance..
- Developed and implemented innovative practices to reduce fruit wastage and ensure optimal freshness of product

SALESMAN CUM DRIVER- 2 Years

NFFP Al Watania For Industries - Saudi Arabia

- Selling Products Using solid arguments to prospective Customers.
- Making Follow up calls to ensure Customer satisfaction.
- Keep in mind on time delivery
- Reporting to Sales Supervisor all daily sales activities and achieved results.

SALES EXECUTIVE - 1 Year

Ibn Al Diera Spare LLP- United Arab Emirates

- Handle customer inquiries and complaints effectively
- Product Knowledge&Inventory Management.
- Trained new sales associates on product knowledge and sales techniques.
- Provided exceptional customer service, resulting in a 95% customer satisfaction rating.

CUSTOMER RELATION OFFICER - 1 Year

Hinduja Global solution IT Company - Chennai India

- Handling Customer Inquiries
- Providing Information&Gathering Feedback
- Resolve customer issues&Maintaining Records

SALESMAN CUM DRIVER - 3 Years

Famous Bakery Manufacturing Company - Perinthalmanna Kerala

- Driving and delivery the product.
- Payment Collection&Handling.
- Vehicle Maintenance&Record Keeping.

EDUCATION

Higher Secondary Education

GHSS Anamangad

Bachelor of Commerce – (Course Not Completed)

Co Operative College

Diploma in Networking and Hardware Technology

ETC College

TECHNICAL SKILLS

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|-------------------|------------------|
| • Microsoft Excel | • Microsoft Word |
| • Photoshop | • Tally |

LANGUAGES

English

Arabic

Hindi

Tamil

Malayalam

ACHIEVEMENTS&AWARDS

- Completed Professional Selling Skills at SIR TECH Company.
- Best Sales Employee of 2020 at SKFC Saudi Arabian Company.

DRIVING LICENCE

- Saudi Arabian Medium Licence

- Indian Four, Three&Two wheel Licence

REFERENCE

- Thyma Foods
Sakkeer
Managing Director
thymafoods@gmail.com
- Quezee Foods
Fabis Meledath
General Manager
quezeefoods@gmail.com

DECLARATION

I here by certify that all the above information is true to the best of my knowledge