



MUHAMMAD ANSHAD TP

SALESMAN

Experienced Salesman with **6 years** of experience in sales, customer service, and management. Adept at preparing solutions-based sales presentations that highlight the benefits of products and services to prospective clients. Experienced at managing sales territories and successfully closing deals.

CONTACT DETAILS

+971-567492164
tpbava123@gmail.com
Ajman, UAE

ACADEMIC CREDENTIALS

AUTOMOBILE ENGINEERING |

Mar 2014 – Apr 2016

- CIESCO, Kozhikode

HIGHER SECONDARY | 2014

- Govt. Model School
- Board of Higher Secondary Examination, Kerala, India

SSLC | 2012

- Board of Public Examination, Kerala, India

COMPUTER PROFICIENCY

MS Office	★ ★ ★ ★ ★
Basic Operation	★ ★ ★ ★ ★
Internet & Email	★ ★ ★ ★ ★

LANGUAGES KNOWN

English	100 %
Malayalam	100 %
Hindi	85 %
Tamil	85 %

KEY SKILLS

Knowledge of sales	Confidence	Relationship Building	Leadership Quality
Product knowledge	Strategic Selling	Commercial Awareness	
Problem Solving Ability	Adaptability	Lead qualification	Optimism

EMPLOYMENT CHRONICLE

- **SALES STAFF** | June 2021 - Present
ABU DHABI NATIONAL OIL COMPANY (ADNOC), SHARJAH
- **SALES ASSISTANT** | Feb 2019 – Mar 2021
UNICHARM INDIA PVT LTD, KERALA
- **SALES EXECUTIVE** | Jan 2017-Dec 2018
APCO MAHINDRA PVT LTD, KERALA

KEY RESPONSIBILITIES

- C-STORE STAFF (FMCG)
- Creating goals related to customer acquisition, lead generation and revenue.
- Develop product knowledge concerning all of our OEM and aftermarket parts.
- Explain to customers the difference in performance and convenience related to each purchase.
- Conduct weekly inventory and place orders to replenish Merchandise.
- Organize sales presentations and ensure that all sales presentation materials are prepared prior to deadlines.
- Contact customers to answer basic procedural questions or to gauge their level of satisfaction with the company.
- Collaborate with the sales staff to monitor active purchase orders and make sure that orders are completed on time.
- Develop an in-depth understanding of our current car inventory and use that knowledge to encourage customers to make a purchase.
- Collaborate with our Sales Manager to offer attractive deals on used vehicles to interested customers.
- Assist in setting up the sales lot or the showroom floor for promotions and to put new models on display.
- Responsible for finding potential customers and persuading these customers to purchase a company's goods and services. How this is accomplished varies.
- Able to perform market research and determine what customers are looking for or might look for in the future.
- Giving sales presentations to a range of prospective clients.

DRIVING LICENCE DETAILS

Holder of Valid **UAE** Driving License
License Number : 2764773
Date of Expiry : 04/2024

PASSPORT DETAILS

Passport Number : M3209755
Date of Expiry : 10/2024
Place of Issue : Kozhikode

INTERESTS



Songs



Travelling



Photography

PERSONAL STRENGTHS

- **COMMUNICATION** - Interpersonal skills – verbal, problem solving and listening skills in any administrative role.
- **SERVICE** - Having a customer focused approach Skills include Patience, Attentiveness and a positive language.
- **ORGANIZATION** - Helping others, organizing a to-do list. Prioritizing tasks by the deadline for improving time -management.
- **MANAGEMENT**- Management skills to direct others and review others performance.

PERSONAL DOSSIER

Gender : Male
Date of Birth : 01/11/1995
Nationality : Indian

DECLARATION

I hereby declare that the above-mentioned information is true and I bear the responsibility for the correctness of the above-mentioned particulars.

MUHAMMAD ANSHAD TP