



PERSONAL DETAILS

Mobile : +971 557609263
Email ID : basilpsyox2537@gmail.com
Address : Sharjah, UAE
Nationality : Indian
DOB : 28.02.1998
Marital Status : Single
Passport No : N9204485
Driving license : Valid UAE driving License

ACADEMIC CREDENTIALS

2018 Bachelor of Commerce
University of Calicut, Kerala

2015 Higher Secondary
Central Board of Secondary Education

2013 Secondary School
Central Board of Secondary Education

CERTIFICATIONS

- Diploma in Computerized and Manual Accounting**
Accountants Academy (2019)

SOFTWARE PROFICIENCY

- Tally ERP 9
- MS Office

LANGUAGES

- English
- Hindi
- Malayalam
- Arabic
- Tamil

MUHAMMED BASIL VA

SALESMAN/MERCHANDISER

Motivated sales professional with 4 years of experience in the construction industry (marble & granites), now seeking new opportunities in the FMCG sector. Proven ability to exceed sales targets & build strong client relationships. Although my experience lies primarily in building materials, I possess a strong aptitude for learning and adapting quickly. I bring a track record of success in sales, a keen understanding of market dynamics, and a strategic approach to merchandising. Eager to leverage my transferable skills, enthusiasm, and passion for FMCG to excel in Salesman/Merchandiser Position. Committed to delivering exceptional results and contributing to the growth and success of a dynamic FMCG team.

KEY SKILLS

Interpersonal Skills	Adaptability	Time Management
Management Skills	Sales Strategies	Upselling
Market Research	Quick learner	Marketing
Negotiation Skills	Problem-Solving Skills	Organizational Skills
Product Knowledge	Customer Service	Communication Skills

EMPLOYMENT CHRONICLE

- ❖ **STALL & MARKET SALESPERSON** **2019 –Present**
Topwell International Marble Tr LLC, Sharjah, UAE
- Engage with customers visiting and the stall or market to understand their requirements and provide information about marbles & granites.
 - Demonstrate product knowledge by explaining the characteristics, quality, and application of various marbles and granites options.
 - Build & maintain strong relationships with customers, contractors, architects, and interior designers to foster long term partnerships.
 - Travel within sales territory and presenting sales proposals to prospects and customers.
 - Selling products and services using solid arguments to existing and prospective customers.
 - Prospecting and qualifying potential clients to build a strong sales pipeline.
 - Developing and executing sales strategies to meet or exceed sales goals.
 - Staying up-to-date on industry trends and best practices in accounting and sales.
 - Conducting market research to identify new sales opportunities and potential clients.
 - Prepare competitive and detailed quotations based on customer requirements, product specifications & pricing guidelines.
 - Supervise effective working of production personnel and prepare effective production schedules and ensure compliance to all company policies.

DECLARATION

I hereby declare that the above particulars of facts and information stated are true, correct and complete to the best of my belief and knowledge.

MUHAMMED BASIL VA