

MOHAMMED JABIR

SALES EXECUTIVE

(+971) 055 512 6319

info.jabirmohammed@gmail.com

<http://linkedin.com/in/mohammed-jabir-88213b2a8>

Umm Suqiem 2, Dubai, UAE

CAREER OBJECTIVE

Dynamic and results-oriented sales professional with over 10 years of experience in the UAE market. I possess extensive expertise in sales, merchandising, and customer relationship management across diverse sectors, including consumer electronics, fast-moving consumer goods (FMCG), and satellite telecommunications. I am adept at driving sales growth and fostering enduring customer relationships. Additionally, I am well-acquainted with the routes in Dubai, Abu Dhabi, and Sharjah

WORK EXPERIENCE

SALES EXECUTIVE - CYGNUS TELECOM L.L.C - Dubai - JAN 2020 – SEP 2024

Satellite communication Equipment Trading Company

- Conducted daily customer meetings, sales calls, and account management activities.
- Cultivated and maintained robust relationships with key clients and retailers.
- Ensured the availability of inventory for sales and demonstrations.
- Collaborated with internal teams to provide exceptional service to clients.
- Received and processed executed customer agreements.
- Established and maintained client relationships through superb communication.
- Coordinated with purchasing manager to negotiate and secure contracts with key clients.

SALES EXECUTIVE - AI SAQR INDUSTRIES - SHARJAH - SEP 2018 – JAN 2020

Chemical Manufacturer & FMCG Trading Company

- Conduct cold calls to prospective clients to generate sales
- Negotiate pricing and contractual terms to finalize sales.
- Analyze sales data and activities to pinpoint areas for enhancement.
- Identify and pursue new business opportunities within assigned territories or accounts.
- Fostered relationships with customers to expand customer base and enhance loyalty and retention.
- Established and maintained client relationships through superb communication.
- Received and processed executed customer agreements.

SALES EXECUTIVE - GEEPAS ELECTRONICS L.L.C - Dubai - JUNE 2013 – SEP 2018

Consumer Electronics Trading Company

- Implemented effective product displays and managed inventory in alignment with stock levels.
- Ensured a high level of customer satisfaction by promptly addressing client inquiries.
- Engaged directly with customers to promote and sell company products.
- Comply with departmental action plans in order to achieve set objectives.
- Quoted prices and discount as well as credit terms, trade in allowances, warranties and delivery dates.
- Maintained sales records for inventory control.
- Communicated all merchandise needs of issues to appropriate manager.

SKILLS

- Planning and Presentation
- organization and Time management
- Training & Development
- Sales & Market Analysis
- Customer Relationship
- Excellent sales and Negotiation Skills
- Problem Solving and attention to detail
- Excellent Communication
- Confidence, motivation and determination
- Business sense and professional manner

EDUCATION

ASSOCIATES OF COMMERCE - IDEAL COLLEGE OF ARTS & SCIENCE - 2010-2012 - Kerala - India

SECONDARY SCHOOL - GHSS KUTTIADY - 2007-2010 - Kerala - India

CERTIFICATE / LICENCE

UAE VALID DRIVING LICENSE

July 2016 To Present

PROFESSIONAL WORK

Sales Executive

Sales merchandiser

Visual Merchandiser

Sales Associate

Marketing

Professional Driving

LANGUAGES

ENGLISH (Fluent)

ARABIC (Basic)

HINDI (Fluent)

MALAYALAM (Native)

TAMIL (Fluent)

PERSONAL DETAILS

DATE OF BIRTH : SEP-5-1992

NATIONALITY : INDIAN

MARITAL STATUS : MARRIED

PASSPORT NO : U9876817

VISA STATUS : EMPLOYMENT (ACTIVE)

DECLARATION

I hereby declare that all the details mentioned above are true to the best of my knowledge. Hope you would accept my application and offer me a chance to serve your esteemed organization. Thanking you in advance and expecting your response and kindness