

# MOHAMED FAZIL

Position Applied: Sales Executive

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DIP, Dubai, UAE



## Personal Info

Visa Status: Visit Visa (Valid until 25/02/2025)

Nationality: Indian

DOB: 19/01/2000

Driving License: Manual (UAE)

## Key skills

- Sales and Business Development.
- Client Relationship Management.
- Product Knowledge (Ceramics, Sanitary Ware).
- Negotiation and Closing Skills.
- Market Research and Analysis.
- Team Collaboration and Leadership.
- Excellent Communication Skills.

## Education

**Bachelor of commerce (B.Com)** from Rabindranath Tagore University, India  
Graduated 2023

**High School Certification (Commerce)** from SMV Govt Model BHSS  
Graduated 2017

## Professional Summary

Dynamic and results-driven Sales Executive with over 2.4 years of experience in the ceramics and sanitary ware industry. Proven track record of achieving sales targets, building strong client relationships, and driving revenue growth. Skilled in market research, customer relationship management, and sales strategy execution.

## Career history

**Sale Executive** at Granito Trading LLC, Ajman, UAE

OCT 2021 – JAN 2024

Authorised dealer of Rak ceramic & Kludi Rak

### Key responsibilities

- Represented authorized dealers of Rak Ceramics and Kludi Rak, achieving consistent sales growth.
- Managed a portfolio of clients, ensuring 95% customer retention through exceptional service.
- Successfully met and exceeded monthly sales targets.
- Presented and promoted products to clients, addressing objections to close deals effectively.
- Collaborated with the marketing team to develop sales campaigns, boosting product visibility.

**Sales Executive** at Exide Life Insurance, Kerala, India

JAN 2019 – JUL 2019

### Key responsibilities

- Built strong client relationships and sold tailored insurance products to meet customer needs.
- Conducted in-depth financial needs analysis to recommend suitable insurance policies to clients.
- Educated clients on the benefits and features of various life insurance plans, ensuring informed decision-making.
- Maintained accurate and up-to-date client records.

## Technical Skills

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- Tally ERP9
- MS Office

## Interests

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- Market Trends Research
- Automotive Enthusiast
- Fitness and Gym
- Competitive Gaming

## Language

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- English
- Hindi ( intermediate)
- Malayalam (Native)
- Tamil (Native)

## References

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I hereby declare that the information provided is accurate and true to the best of my knowledge.