



Mohamed Hadi Ismail

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OBJECTIVE

To Seek a challenging role as a Sales Executive to leverage my expertise in sales strategies, client acquisition, and account management to contribute to the success of a dynamic organization. Results-oriented Sales Executive with 7 years 4 months of experience in driving sales growth, building strong customer relationships, and exceeding targets.

EXPERIENCE

2020
December
- 2024
October

- **Sale's Associate**
Samsonite and American Tourister
 1. Consistently achieved and surpassed monthly sales targets, resulting in recognition as a top-performing sales representative.
 2. Prospected and generated leads through cold calling, networking events, and referrals, expanding the customer base by 20%.
 3. Built and maintained strong relationships with clients, providing exceptional customer service and support.
 4. Presented product features and benefits to potential customers, tailoring presentations to meet specific needs.
 5. Developed and delivered persuasive sales proposals, leading to a high conversion rate of leads into sales.
 6. Collaborated with the marketing team to develop targeted campaigns and promotional materials.
 7. Attended industry conferences and trade shows to stay updated on market trends and competitor activities

2017 June
- 2020
November

- **Sale's Associate**
Synchronous Solutions pvt Ltd
 1. Successfully generated new business opportunities and exceeded sales targets in the first year. .
 2. Developed and executed strategic sales plans to penetrate the market, resulting in a increase in customer base.
 3. Conducted in-depth market research to identify target industries and key decision-makers, optimizing prospecting efforts.
 4. Built and nurtured strong relationships with clients through effective communication and personalized solutions.
 5. Conducted compelling sales presentations and product demonstrations, highlighting unique value propositions.
 6. Negotiated and closed sales contracts, addressing client objections and ensuring win-win outcomes. . Collaborated with cross-functional teams to streamline processes, resolve customer issues, and enhance customer satisfaction.
 7. Utilized CRM software to track sales activities, manage leads, and generate performance reports.

EDUCATION

2022

- **High School 12th**
Al Ameen Pre University
60%

SKILLS

SKILLS

Communication Skills Problem Solving
Proficient in Microsoft word Microsoft
Excel Microsoft PowerPoint Time
Management Sales Strategy Development
Prospecting and Lead Generation
Relationship Building and Account
Management Negotiation and Closing
Customer Needs Analysis CRM Systems
(e.g., Salesforce, HubSpot) Market
Research and Analysis Communication
and Interpersonal Skills Team
Collaboration Goal Setting and
Achievement.

100%

LANGUAGES

- English Hindi Urdu Arabic (BASIC)

REFERENCE

- **Abdul Ghani Nadeem - Synchronous Solutions pvt Ltd**
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- **Hari Singh - Samsonite and American Tourister**
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