

Mohamed Mubashir U

Sales executive

+971 505719632
ullamubashir786@gmail.com
Dubai, United Arab Emirates

SUMMARY

Results-driven Sales Executive with over 2 years of experience in the fresh produce industry, specializing in the sales and distribution of fruits and vegetables to B2B and retail clients. Skilled in identifying new market opportunities, building long-term customer relationships, and negotiating high-value deals. Proven track record of exceeding sales targets, managing key accounts, and ensuring timely delivery of perishable goods through effective coordination with logistics and sourcing teams. Strong knowledge of produce quality standards, seasonal trends, and cold chain requirements. Committed to delivering value to clients while maintaining high standards of freshness, quality, and service.

EXPERIENCE

07/2023 - Present	<p>Sales executive</p> <p>Farmer's Afcofresh Foodstuff Trading L.L.C</p> <p>Identify and pursue new business opportunities with supermarkets, restaurants, catering companies (HORECA), wholesalers, and exporters.</p> <p>Build and maintain strong, long-term relationships with key clients and buyers.</p> <p>Handle client queries, complaints, and after-sales support.</p> <p>Stay updated on product varieties, seasonality, shelf life, and quality standards.</p> <p>Follow up on orders, delivery schedules, and payment collections</p> <p>Prepare daily/weekly sales reports for management.</p> <p>Conduct regular market visits and inspections to assess quality and customer satisfaction.</p>
06/2017 - 06/2023	<p>Sales,Marketing and store keeper</p> <p>Ullat Hardwares</p> <p>Asist the customer in selecting the right product.</p> <p>Build relationship with builders and contractors.</p> <p>Recieve and inspect new stocks from suppliers.</p> <p>Track movement of stock in and out of the store.</p> <p>Use pos or inventory software for better stock and reporting.</p>

EDUCATION

06/2014 - 04/2015	<p>Zoology</p> <p>Calicut university</p> <p>Apiculture and sericulture</p>
-------------------	---

CERTIFICATES

UAE Driving lisence
DUBAI RTA

SKILLS

Route planning and timely deliveries
Attention to detail
Time and territory management
Communication and interpersonal skills

Inventory management
Pricing strategy and margin management
Order processing and coordination
Negotiation and closing deals
Customer relationship management

LANGUAGES

Malayalam
Hindi

English