

MOHAMMED ASLAM

SALES EXECUTIVE



OBJECTIVE

A results-driven Sales & Marketing Executive with hands on expertise in market research, analysis, and growth strategies. Recognized for consistent performance and achieving targets. Now seeking a challenging role in the field of Sales where I can grow and make a significant contribution to the organization using my skills and knowledge.

AREA OF EXPERTISE

-SALES [6 years-UAE]

- 1) Experienced in designing idea & market planning.
- 2) Expertise in product line, its implementation, pricing, strategic placing.
- 3) Staying informed about industry trends, consumer preferences, and competitor activities to make data-driven decisions.

WORK EXPERIENCE

SALES EXECUTIVE : FEB 2024 - JUN 2024

SINGAREA FOOD STUFF TRADING - Dubai

- Generated sales orders from Markets like Lulu, nesto and other Hypermarkets.
- Identify new business opportunities and drive sales growth within the assigned territory.
- Implement sales strategies to achieve or exceed sales targets.
- Ensure all store sales, promotions are planned effectively, executed and maintained professionally.
- Collaborate with internal teams, including marketing, supply chain, and finance, to ensure seamless execution of sales and promotional activities.
- Monitor market trends, competitor activities, and consumer preferences to identify opportunities for growth.
- Negotiate and finalize commercial agreements, including pricing, promotions, and trade terms, to maximize sales and profitability.
- Follow up on all overdue collections for respective outlets.
- Provide timely and accurate sales forecasts and contribute to the overall demand planning process.

PROFILE

Date of birth: 21/07/1995

Nationality : Indian

Visa Status: Visit

Driving License(UAE) :(Manual)

CONTACT ME

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Dubai, UAE.

EDUCATION

Diploma : 2013-2015

Certification (CAD) :2016-2017

SKILL SETS

- Interpersonal-Communication
- Negotiation skill
- Problem solving skills
- Marketing skills
- Decision making
- Leadership skills
- Planning and
- Implementation skill
- Strategic planning
- Time management
- Learning and adaptability skill
- Basic MS office

SALES EXECUTIVE : NOV 2021 - JAN 2024

GRAND GLOBAL LLC- Dubai

- Achieving sales targets by maintaining quality business relationships.
- Created opportunities for Exceeding revenue in a professional manner.
- Generated sales orders and supplied goods from American Garden, Del Monte, IFCO, Hermans, Emborg, Al Islami to market like Adnoc oasis, Emarat, Enoc and Talabat.
- Achieved 110% of sales target by identifying and converting new business opportunities through face to face meetings and attending industry events.
- Trained and mentored new Sales Executives to improve their Sales skills and achieve their targets.
- Ensure all store sales, promotions are planned effectively, executed and promptly and maintained professionally.

VAN SALES : MAY 2018 - Sept 2021

AI RAWABI DIARY COMPANY LLC- Dubai

- Regular in achieving monthly targets.
- Identify competition, customer purchasing patterns, performs customer sales history analysis, and observes and gathers data to determine the needs of customer operations.
- Responsible for all components of customer development including selling, merchandising, rotating and staff training.
- Develop strategic work plans for completing sales and service calls with new and existing customers.

DECLARATION

I, Mohammed Aslam, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

Mohammed Aslam

LANGUAGES

- Malayalam (Native)
- English
- Hindi
- Tamil

STRENGTHS

- Fast learner
- Determination in achieving new things.
- Leadership qualities and Team player.
- High level of self- motivation and positive minded.
- Plan before do any work

INTERESTS

- Traveling
- Learning new things
- Merchandising
- Machines
- Photography
- Sales
- Music