

MOHAMMED ASHFAQ K A

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(10 years' Experience in UAE)



OBJECTIVE

To seek a responsible and challenging position within a reputed organization in the field of Sales Executive and invest all my professional skills, qualifications and experience to the optimum level to facilitate continued career growth and to produce best results for the Organization.

JOB PROFILE

- Serves customers by selling products and services and meeting customer needs.
- Services existing accounts and establishes new accounts by planning and organizing a daily work schedule to call on existing or potential sales outlets.
- Greets potential customers, listens to their needs and problems, and steers them toward products and services that can help them to address their needs.
- Adjusts the sales presentations by studying the type of sales outlet and needs of the potential customer.
- Focuses sales efforts by studying existing and potential volume of dealers.
- Submits orders by referring to price lists and product literature.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, and merchandising techniques.
- Recommends changes in products, services, and policies by evaluating results and competitive developments.
- Resolves customer complaints by investigating problems, developing solutions, preparing reports, and making recommendations to management.
- Works with marketing and other departments to constantly improve customer-facing communications and product information by sharing client feedback gained in the field.
- Maintains professional and technical knowledge by attending educational workshops, reviewing publications, establishing personal networks, and participating in professional societies. Monitored market trends and competitor activity to identify opportunities for growth.
- Built and maintained strong relationships with clients, including restaurants, hotels, and grocery stores.

ACHIEVEMENTS

- Received the "Top Sales Performer" & 'Best Employee of the month" award for outstanding sales performance in 2022.
- Achieves Sales Target for every months.
- Exceeded Sales Target for the year 2023.

WORK EXPERIENCE

- **Administration Assistant** – Maruthi Suzuki, Bangalore (2012-2014)
- **Inventory controller** – Nassem Al Madina Supermarket LLC, UAE (2014 - 2021)
- **Salesman**- Ideal Sweets & Pastry (2021- 2024)

SOFTWARE PROFICIENCY

- Good Knowledge of Gravity Software.
- MS Office & Excel.

PERSONAL SKILLS

- Good communication and interactional skill, Good analytical and learning skill
- Ability to work in team as well as individually
- Able to adapt oneself to new surroundings; to make suitable change so as to fit new conditions.
- Self-Confidence. Enjoy working being with people
- Ability to work on your own without being constantly supervised. Willingness to work hard with dedication.
- Capable of rational conduct, trustworthy. Place things in working order.
- Proficiency in negotiation and sales techniques.
- Ability to build and maintain client relationships
- Experience using CRM software and sales tools
- Can work systematically and bring additional professionalism to the business.

ACADEMIC HIGHLIGHTS

- **Stock Market Analysis, Online Course** - Ongoing
- **Bachelor of Arts (English)** - Ongoing distance studies
- **Higher Secondary School (Commerce Group)** - Board of Higher Secondary Examination Govt. of Kerala (2010-2012)
- **Secondary School**- Central Board of Secondary Education Govt. of India (2010)

PERSONAL PROFILE

- Sex : Male
- Date of Birth : 28-11-1993
- Marital Status : Married
- Religion : Islam
- Nationality : Indian
- Languages : English, Hindi, Malayalam & Arabic (R&W)
- Passport : L1592512
- Visa Status : Tourist Visa
- Dubai driving license : 4069410 (manual)

Declaration:

I hereby declare that the above information is true to the best of my knowledge and belief and bear the responsibility for the correctness of the above mentioned particulars.

Mohammed Ashfaq K A