

MUHAMMED FAVAS

Sales And Marketing Executive

E +9710547046732 , +918075925933(W.A) favasvaliyaparambu@gmail.com
e UAE,Dubai

SUMMARY

A highly ambitious and proactive Sales and Marketing Executive with 2 years of experience in promoting and selling unique opportunities in the House hold Goods sectors. Skilled in delivering engaging presentations, managing social media campaigns, and building relationships with customers and suppliers. Strong communicator with excellent negotiation and customer relationship management skills. Successful track record of increasing customer enrollment, revenue, and brand presence. Holds a Bachelor of Arts in Business Administration and has a passion for making a meaningful impact through overseas volunteering. Fluent in English and Malayalam proficient in Hindi and Arabic. Accomplishments include organizing a successful promotional activities and implementing a volunteer training program to reduce turnover rate.

EXPERIENCE

Sales and Marketing Executive 12/2020 - 12/2022
ABC Group India Pvt. Ltd Kerala, India.

Promoted overseas programmers through in-person presentations and conducting market Research to identify selling possibilities and evaluate customer needs.

- Contributing ideas to marketing campaigns.
- Conducting Research and analyzing data to identify and define audiences.
- Actively seek out new sales opportunities through cold calling, networking and Social media.
- Compiling, distributing and presenting ideas, information and strategies.
- Prepare and deliver appropriate presentations on products and services.
- Co-coordinating promotional activities, events and interviews.
- Advices customers by providing information on products.
- Helps customer make to make selections by building customer confidence by offering suggestions and opinions.

Travel Consultant(IATA) 03/2017 - 03/2019

Akbar Tours and Travels Pvt Ltd Kerala, India

- Make bookings and payments using online computer systems
- Advise customers about passports, insurance, visas,vaccinations& tours
- Inform customers of changes like cancelled flights
- Determining clients' needs and suggesting suitable travel packages
- Organizing travels from beginning to end, including tickets accommodation and transportation.

EDUCATION

BBA / Aviation 2017 - 2020
Bharathiar University

Diploma in Aviation, Hospitality & Airport Management-IATA/ UFTAA 2016-2017
Akbar Academy of Airline Studies



STRENGTHS

G Adaptability

Successfully adapted to diverse work environments, including different industries, cultures, and customer segments.

□ Communication

Excellent verbal and written communication skills, with a proven track record of effectively conveying complex ideas and building rapport with clients.

u Problem Solving

Strong analytical and problem-solving skills, demonstrated through successfully resolving customer issues and identifying opportunities for growth.

SKILLS

Sales Marketing B2B B2C

Presentation Skills

Social Media Management

Customer Relationship Management (CRM)

Negotiation Cold Calling

LANGUAGES

Malayalam Native ●●●●●

Hindi Native ●●●●●

Arabic Advanced ●●●●●

English Native ●●●●●