



Muhammed Rafeek


Sales Exicutive



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Deira, Dubai

SUMMARY

Results-driven Sales Executive with a proven track record of boosting revenue and driving market share growth. Over 2 years of experience in telecom sales, consistently exceeding sales targets by 30% and increasing customer retention by 15%. Adept at developing strategic client acquisition plans, upselling, and maintaining strong customer relationships. Skilled in data-driven sales analysis, negotiation, and team collaboration, with a focus on delivering exceptional customer experiences and measurable business outcomes. Ready to contribute to a dynamic sales team and drive continued growth for the organization.

EXPERIENCE

Sales exicutive

Bharathi airtel

07/2022 - 05/2024

Increased sales revenue by 25% within six months by implementing targeted customer acquisition strategies, focusing on high-potential regions and upselling to existing clients. Spearheaded a customer retention program that reduced churn by 15%, improving customer satisfaction scores by 20%. Consistently exceeded monthly sales targets by 30%, securing high-value contracts and contributing to a 10% overall market share growth for Bharathi Airtel in the region.

EDUCATION

Business Administration

Al Azhar college of Arts and Science - Bachelor degree

03/2018 - 08/2021

SKILLS

Customer relationship management	Advanced	Product knowledge	Expert
Negotiation	Advanced	Persuasion	Advanced
		Active listening	Expert

LANGUAGES

Malayalam	Native	Hindi	Intermediate
		English	Fluent