



MUHAMMED SABITH K

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Address: Dubai, United Arab Emirates

ASSISTANT SALES MANAGER

Energetic and solution-oriented individual, eager to bring my proven sales expertise into a dynamic role in prominent organisation. Seeking a challenging opportunity where I can leverage my strong expertise in client relationship-building, effective communication, and contribute to cross-functional teamwork. Excited about the opportunity for career growth within the organization.

Currently seeking a position as Marketing/Sales/Customer Relation preferably in Retail, Healthcare, Hospitality, Construction, Real Estate, FMCG, Logistics, Manufacturing and trading industry in GCC.

PROFESSIONAL EXPERIENCE

Property Pistol Realty Pvt Ltd
Assistant Sales Manager

June 2023 - November 2023
Bangalore, India

Accomplishments:

- Achieved a 40% increase in partner adoption by promoting corporate services to Channel Partners.
- Facilitated seamless on boarding of Channel Partners to the company Platform and Network.
- Elevated engagement rates by an impressive 45% through highlighting the diverse services within the Property Pistol Syndicate Network for property sales
- Drove a 30% increase in prospective leads by inspiring channel partners to actively generate leads for upcoming projects, Reporting to Sales managers.
- Coordinated with the closing team to ensure the efficient conversion of uploaded leads into successful sales,
- Building relationships with Channel Partners to promote collaboration, support business growth, customer service to ensure satisfaction and repeat business.

Cartridge Point
Sales & Marketing Executive

June 2020 - November 2021
Kerala, India

Demonstrated exceptional sales performance by surpassing set targets with a remarkable 120% achievement within one year.

Accomplishments:

- Formulated and executed sales strategies aligned with corporate objectives, Streamlined 50% Sales revenue.
- Cultivated new client relationships in the business territory, leveraging community insights for targeted outreach, new client acquisition and engagement.
- Conducted persuasive sales presentations, adeptly negotiating contracts to successfully close deals, customizing solutions for local business needs.
- Spearheaded a results-driven local prospecting initiative, showcasing profound product knowledge, resulting in a remarkable 40% increase in new client acquisition within a 4-month period.
- Provided essential customer awareness on the implications of using low-priced cartridges, emphasizing potential printer issues for enhanced user awareness.
- Expanded Market Share and business territory after Market Research and Data Analysis.

INTERNSHIP

Max Fashion India Pvt Ltd
Management Trainee

June 2022 - August 2022
Kerala, India

Accomplishments:

- Effective communication of prices and promotions for positive customer experiences.
- Address customer inquiries, complaints promptly and effectively, ensuring customer satisfaction.
- Elevated NPS from 30 to 70 through feedback analysis and synthesis.
- Implemented Planogram for improved store organization and aesthetics.
- Contributed to a 35% increase in Kiosk Bill in Retail sales by facilitating online orders.

EDUCATION

Lead College of Management, Calicut University
Master of Business Administration (Marketing & Finance)

Kerala, India
2023

Sullamussalam Science College, Calicut University
Bachelor of Commerce (Finance)

Kerala, India
2020

STRENGTHS AND EXPERTISE

Effective Communication
Software Setup & Installation
MS Excel & Word

Decision Making Skills
Negotiation Skills
Customer Relationship Management

Technical Skill
Sales & Marketing
Analytical Skills

EXTRA-CURRICULAR ACTIVITIES

Secretary, Students Organisation

August 2018 - March 2020

Leadership skill led student organization to first-ever election win, demonstrated effective teamwork, strategic planning, Interpersonal and impactful execution. Motivated a team of 12 + of executive members. It streamlined my presentation skill and confidence.

Vice President, Students initiative in Palliative

November 2017 - December 2018

Led successful fundraising for community projects, demonstrating strategic planning. Managed a team of 20+ members for impactful financial aid outcomes.

PERSONAL INFORMATION

Nationality: Indian
D.O.B: 02nd Feb 1998

Gender: Male
Civil Status: Unmarried

Visa Status: Visiting Visa
Languages: English, Malayalam,
Hindi, Tamil

References are available on request.