

MUHAMMED FAJAR T M

Sales Representative

Contact Information:

Phone: +971 581861182

Email: fajarcare68@gmail.com

Location: Deira, Dubai

Professional Summary:

Results-driven sales professional with over 7 years of experience in sales, marketing, and event management, including significant achievements in the FMCG industry. Proven expertise in exceeding sales targets, fostering client relationships, and driving revenue growth. Skilled in merchandising, negotiations, CRM tools, and market analysis. Committed to delivering exceptional customer satisfaction and contributing to team success.

Key Skills:

- Sales and Marketing Strategy
- Client Relationship Management
- Account Management
- Product Merchandising and Promotion
- Negotiation and Deal Closing
- CRM and Sales Analytics Tools
- Market Trend Analysis
- Time Management and Adaptability

Professional Experience:

Sales Representative

Gulfco Juma Al Majid Holding Group LLC | Dubai | 2022 - 2024

- Managed a portfolio of over 50 clients, achieving a 15% increase in annual revenue.
- Strengthened customer retention rates by 25% through effective relationship-building strategies.
- Designed and executed merchandising plans that improved product visibility and sales across retail locations.
- Collaborated with cross-functional teams to boost market share by 10% through targeted strategies.
- Conducted regular field visits to assess client needs and ensure customer satisfaction.

Event Coordinator

Amaken Party Banquet Event Management | Fujairah | 2021 - 2022

- Successfully coordinated over 30 events, consistently meeting client objectives and deadlines.
- Negotiated vendor contracts, reducing event costs by an average of 20%.
- Developed detailed timelines and ensured seamless execution of all event aspects.
- Built lasting client relationships, leading to repeat business and referrals.

Sales and Marketing Executive

Shaba Enterprises | Trivandrum | 2016 - 2020

- Expanded customer base by 20% through personalized outreach and targeted campaigns.
- Increased product sales by 30% through the implementation of innovative promotional activities.
- Partnered with marketing teams to introduce new products, ensuring rapid adoption in the local market.
- Utilized CRM systems to manage sales pipelines, enhancing efficiency by 15%.

Education:

Bachelor of Arts (BA) - General

William Carey University | 2013 - 2015

CBSE Plus Two

2011 - 2012

Languages:

- English (Fluent)
- Malayalam (Fluent)
- Hindi (Fluent)
- Tamil (Fluent)

Certifications and Licenses:

- Valid UAE Driving License

Additional Details:

- Date of Birth: 06 May 1995
- Nationality: Indian
- Marital Status: Married