

MOHAMMED RAKHEEB

Sharjah, United Arab Emirates

☎ : +971 50 86 18 393

rakheeb.rakhi@gmail.com

**CAREER OBJECTIVE:**

I am seeking a position as a Sales Manager/ Marketing in a professional and challenging environment and to be an integral part of a growth-oriented organization where I can be an asset to the organization, contribute my knowledge and experience, and simultaneously grow professionally within the organization.

PROFESSIONAL EXPERIENCE

- Worked as **Sales Manager 2 Years 2021-Present**
Maaza International Company (Maaza Juice)
 - Create and execute a strategic sales plan that expands our customer base and extends the company's global reach
 - Meet with potential clients and grow long-lasting relationships that address their needs
 - Recruit sales representatives, set objectives, train and coach them, and monitor their performance.
 - Identify knowledge gaps within the team and develop plans for filling them
 - Ensure that company quotas are met by holding daily check-ins with sales team to set objectives and monitor progress
 - Manage the month-end and year-end close processes
- Worked as **Sales Executive 2 year 2019-2021**
Falcon Global General Trading (FMCG)
 - Visiting potential customers for new business.
 - Maintaining and developing relationships with existing customers.
 - Visiting Nesto, Safeer, Safari Mall and other B-Class customers.
- Worked as **Sales Executive 1 year 2018-2019**
Al Daria International FZE Ajman (USMAN TEA)
 - Visiting potential customers for new business.
 - Maintaining and developing relationships with existing customers.
 - Visiting C-Class market and Horeca.
 - Maintaining Payment collection with existing customers.

ATTRIBUTES

- Ability to work under pressure and tight deadlines
- Hard working and proper time management
- Can stay cool in high pressure
- Ability to analyze problem and make resolution
- Planning and organizing

EDUCATION

BBA : Calicut University Kerala India
Al Hilal Education Institute Sharjah U.A.E

Higher secondary : Board of Examination Kerala India
Al Hilal Education Institute Sharjah U.A.E

Secondary : Board of Examination CBSE India
Al Ameer English School Ajman U.A.E

MCSE : Microsoft Certified System Engineer

Diploma in Computer Hardware and Networking
Interman Computer Institute Sharjah U.A.E

MS OFFICE : Excel, Power Point, Word and Outlook.

LANGUAGES

Malayalam : Fluent
English : Fluent
Hindi : Fluent
Arabic : Average

PERSONAL DETAILS

Date of Birth : 11/June/1992
Nationality : Indian
Marital Status : Married
Visa status : Employment Visa
Valid : UAE DRIVING LICENCE

Declaration:

I hereby declare that the information given here with is correct to my knowledge and I will responsible for any discrepancy.

Thank You
MOHAMMED RAKHEEB