

# MOHAMMAD AZMAT ALI



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🏠 Dubai, UAE, Visa Expiry-4 March

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## SKILLS

- Digital Marketing
- Communication Skills
- Microsoft Office
- Team leadership
- Sales and Marketing Strategies
- Customer Service
- Google Analytics
- Inventory Management
- Market Research
- Data Analysis
- Customer Relationship Management
- Business Development
- Negotiation Skills
- Presentation Skills
- Team Player

## EDUCATION

**ICSE, St. Joseph's College, Allahabad**  
04/2017

**Bachelor's Of Vocational Education in  
Production Technology,  
Aligarh Muslim University, Aligarh**  
04/2020

## PROFILE

Enthusiastic and reliable Sales Associate, dedicated to providing excellent customer service with a smile. Organized, detail oriented, and experienced in properly handling customer inquiries and transactions. Dedicated to increasing sales by providing the ultimate customer experience. Experience in various retail settings with a proven track record of job success.

## EXPERIENCE HISTORY

### SALES EXECUTIVE

HONDA CARS INDIA LTD / 05/2020 - 05/2021

- Responsible for achieving Sales target, making sales report, quarterly and yearly. Analyze & evaluate Sales methods and cost.
- Manage the entire sales process, from lead generation to closing deals.
- Maintaining the relationship with new and existing clients with strong communication and negotiation skills.
- Possess in-depth knowledge about the automobiles and its terminologies, including features, latest trends and technologies.
- Dedicated, innovative and self-motivated team player.
- After-Sales Support by assisting customers with post-purchase needs and provide information on additional services.
- Develop market intelligence- tracking of competitions and survey of market and using CRM for customers and sales pipeline.
- Proficient in MS Office and very good presentation skills.

### FIELD SALES EXECUTIVE

DIVERSEY HYGIENE INDIA LTD / 09/2023 - PRESENT

- Developed, maintained, and executed comprehensive Sales and Business Plans.
- Conducted Sales Calls, effectively demonstrating products to both existing and new customers.
- Managed the Sales Pipeline efficiently through the use of CRM, ensuring timely follow-up on sales proposals and quotations.
- Engaged in daily activities involving the collection, analysis, and evaluation of information to enhance sales productivity.
- Demonstrated excellent communication and negotiation skills to successfully interact with clients and close sales deals.
- Conducted training sessions for responsible accounts to impart knowledge about product usage.
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**Master's in Business Administration  
in Marketing and Sales,  
Jamia Hamdard University,  
New Delhi**

**LANGUAGES**

English  
Hindi

- Regularly visited outlets for inventory and stock audits to ensure accurate tracking and management.
- Facilitate the formulation and implementation of channel marketing strategies in alignment with organizational objectives, while actively contributing valuable insights and ideas to enhance the overall performance of the channel.