

MOHAMMED SUFAIL

Sales Executive

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<https://www.linkedin.com/in/mohammed-sufail-18b7b7329> Ras Al Khaimah, UAE



SUMMARY

Dynamic Sales Executive with 2+ years in the retail sector, consistently surpassing sales goals and enhancing customer satisfaction. Skilled in client relationship management, strategic planning, and market analysis. Committed to leveraging expertise to drive revenue growth and contribute to organizational success.

PERSONAL DETAILS

Address : Ras Al Khaimah, UAE
Nationality : Indian
D.O.B : 26.10.2002

EDUCATION

Bachelor of Commerce

IGNOU University

2023 Kerala, INDIA

Higher Secondary

Board of Higher Secondary Examinations

2020 Kerala, INDIA

High School

Board of Public Examination

2018 Kerala, INDIA

COURSES \ CERTIFICATIONS

CMA Intermediate First Group

Institute of Cost Accountants of India (ICMAI)

CAT (Common Accuracy Test)

SOFTWARE PROFICIENCIES

Quick book

Adobe Illustrator

Tally

Oracle

MS Office

WORK HISTORY

Sales Executive

Al Buhaira Auto Spare Parts

2023 - Present Ras Al Khaimah, UAE

- Developed and implemented sales strategies to drive business growth and achieve sales targets.
- Conducted market research to identify new business opportunities and expand the customer base.
- Consistently exceeded monthly and quarterly sales quotas, contributing to company revenue growth.
- Negotiated and closed sales deals, ensuring terms and conditions aligned with company policies.
- Provided product demonstrations and presentations to prospective clients, highlighting key benefits and features.

Purchase Controller & Sales Executive

Famous Traders

2022 - 2023 Telangana, INDIA

- Researched and negotiated with suppliers to obtain quality products at competitive prices, ensuring cost efficiency.
- Developed strong customer relationships by ensuring product quality, availability, and timely delivery.
- Managed goods receipt (GR) as per purchase orders (POS), maintaining favorable payment terms and supplier trust.
- Handled budgets and vendor contracts for events, negotiating cost-effective solutions to stay within budget constraints.
- Analyzed stock turnover rates, balanced purchases, and minimized dead stock, ensuring inventory efficiency.

SKILLS

Shelf Management, Inventory Control, Variance Analysis, Tax Compliance, Financial Auditing, Time Management, Communication, Sales Promotion Strategies, Market Analysis.

LANGUAGES

English, Malayalam, Hindi, Telugu, Urdu

PASSPORT DETAILS

Passport No : U8222142
Date of issue : 25.11.2020
Date of Expiry : 24.11.2030
Place of issue : Kozhikode, India

DRIVING LICENCE

Valid UAE Driving License

02/2024 - 02/2026 UAE