

SUHAIL CA

Sales Professional

Results-oriented sales professional with a proven track record of exceeding targets and driving revenue growth. Adept at identifying and capitalizing on market opportunities through strategic prospecting and client relationship management. Known for delivering impactful sales presentations, negotiating effectively, and closing deals with a focus on customer satisfaction. Energetic and goal-driven, consistently achieving and surpassing sales objectives in dynamic and competitive environments. Seeking a challenging sales role where a strong background in driving business expansion can be leveraged to propel organizational success.

PERSONAL DETAILS

Mobile No : +971 569434501
+91 9562490501
Email ID : suhailameerali@gmail.com
Address : Ajman, UAE
Nationality : Indian
Date of Birth : 13.11.1996
Gender : Male
Marital Status : Married
Driving License : Valid UAE & India License

ACADEMIC CREDENTIALS

Not Completed **BACHELOR OF BUSINESS ADMINISTRATION**
MG University, Kerala, India

2013 **HIGHER SECONDARY**
Board of Higher Secondary Examinations, Kerala, India

2011 **HIGH SCHOOL**
Board of public Examination, Kerala, India

COMPUTER PROFICIENCY

- MS Excel
- MS Word
- Computer Technical Works & Software Works

LANGUAGES KNOWN

- English
- Arabic
- Hindi
- Malayalam

KEY SKILLS

- Sales Techniques
- Product Knowledge
- Graphic Design
- Goal-oriented
- Market Research
- Competitive Analysis
- Negotiation Skills
- Target Achievement
- Relationship Maintenance
- Lead generation
- Customer Retention
- Team Collaboration

EXPERIENCES

❖ **SALES MAN 19.2018 TO 08.2024**
FRESH AND EASY SUPERMARKET | AJMAN, UAE

KEY RESPONSIBILITIES

- Engage with potential and existing customers in a professional and friendly manner.
- Understand customer needs and preferences to recommend suitable products or services.
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- Tailor presentations to address specific customer needs.
- Actively seek and develop new leads through prospecting and networking.
- Guide customers through the sales process, from initial contact to closing the deal.
- Negotiate terms and prices to close deals with customers.
- Stay informed about industry trends, competitor products, and market conditions.
- Provide post-sales support and assistance.
- Prepare and submit accurate sales reports and forecasts.
- Attend industry events, conferences, and trade shows to expand professional networks.

❖ **PROPRIETOR - OWN SHOP 2015 TO 2016**
TROUBLESHOOT COMPUTERS AT SANTHIPURAM

KEY RESPONSIBILITIES

- Establish and execute business strategies to achieve financial goals.
- Oversee day-to-day operations to ensure smooth functioning.
- Budgeting and financial planning to ensure profitability.
- Monitoring expenses and revenue streams.
- Ensure excellent customer service and satisfaction.
- Order and restock products as needed.
- Implement inventory management systems for efficiency.

PASSPORT DETAILS

Passport No : N6984370
Date of Issue : 03.02.2016
Date of Expiry : 02.02.2026
Place of Issue : Cochin

HOBBIES

- Travelling
- Music
- Sports

- Develop marketing strategies to attract new customers.
- Monitor and maintain the quality of products or services.
- Build and maintain relationships with suppliers and vendors.
- Address issues and challenges that arise in day-to-day operations.

❖ TRAINEE SYSTEM ENGINEER 2012 TO 2013 SOUTH PALM COMPUTERS TRIPRAYAR

KEY RESPONSIBILITIES

- Engage in training sessions to understand the organization's systems, processes, and technologies.
- Familiarize yourself with the company's infrastructure and technology stack.
- Stay updated on industry trends and advancements in system engineering.
- Assist in the installation, configuration, and maintenance of hardware and software systems.
- Respond to user-reported issues and assist in troubleshooting hardware and software problems.
- Work closely with experienced engineers to identify and resolve technical issues.
- Keep records of issues, solutions, and system changes for future reference.

TECHNICAL SKILLS

- **CCNA** - Cisco Certified Network Associate (INDIA OPTION, TRISSUR)
- **MCITP** - Microsoft Certified IT Professional (INDIA OPTION, TRISSUR)
- **COMPUTER SKILLS:** Hardware skills Assembling, diagnosing and Troubleshooting Installing operating systems Installing various types of printers and software's
- **NETWORKING SKILLS:** Win 2008, ADS LAN concepts Routing, Switching and configuring inter-VLAN communication well versed with Networking protocols: TCP/IP, subnetin

DECLARATION

I hereby declare that all the details mentioned above are in accordance with the truth and fact as per my knowledge and I hold the responsibility for the correctness of the above-mentioned particulars.

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