



SAQIB MOHD

Dubai - UAE

Contact: +971506481065

Moht.saqib.mohd073@gmail.com

OBJECTIVE

Seeking a dynamic sales and marketing career delivering cutting-edge state-of-the-art technology.

Intend to be an important part of an organization that enhances my talents and skills and gives excellent opportunity for learning and scope for qualified and organizational development.

Date of Birth : 25/05/1994

Nationality : Indian

Marital Status : Unmarried

Passport No. : R1070994

EXECUTIVE SUMMARY

- ✓ High Standard of confidentiality, accuracy and attention, Excellent follow up skills.
- ✓ Demonstrated quick learning and pressure handling capabilities when working as a team member.

WORK EXPERIENCE

PROFILE : SALES EXECUTIVE

- Client Acquisition: Identify and target potential clients, including individuals, corporations, and organizations, to build a client portfolio.
 - Market Research: Stay informed about legal trends, market conditions, and competitors to identify opportunities for growth.
 - Relationship Management: Maintain strong relationships with existing clients, ensuring their satisfaction and addressing any concerns or needs.
 - Proposal and Pitching: Create persuasive proposals and presentations to win new clients, outlining the firm's legal expertise and value proposition.
 - Networking: Attend industry events, conferences, and seminars to network with potential clients and referral sources.
 - Sales Strategies: Develop and implement sales strategies, including pricing and negotiation, to secure new business deals.
 - Revenue Growth: Collaborate with attorneys to identify cross-selling opportunities and upsell additional legal services to existing clients.
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- ✓ WORKED AS A SALES EXECUTIVE IN MYCON FOR 1 YEAR STARTED FROM NOVEMBER 2023.
 - ✓ WORKED AS A FLOOR MANAGER IN RETAIL SALES ON DELHI AIRPORT IN BUDDY RETAIL PVT LMTD (January 2017 - December 2022)

EDUCATIONAL

- ✓ (B.SC) Bachelor of science from Kanpur University in 2016-19
- ✓ Diploma in aviation and hospitality from frankfinn in 2014-15
- ✓ Intermediate from ST Joseph Inter College in 2013
- ✓ High School from City Montessori School

COMPUTER PROFICIENCY

- ✓ Proficiency in Microsoft Office Ex, Excel, Word, Outlook & PowerPoint.
- ✓ Excellent knowledge of Windows Operating System.

LANGUAGE

- ✓ English & Hindi (Full Efficiency)
- ✓ Urdu (Elementary Efficiency)

PERSONAL SKILLS

- ✓ Good communication and interpersonal skills.
- ✓ Great management and responsibility skills.
- ✓ Committed team player with flexible approach to take initiatives.
- ✓ Analytical approach with enthusiastic yet sincere personality.
- ✓ Cash handling
- ✓ Customer service
- ✓ Sales
- ✓ Inventory management
- ✓ Product knowledge
- ✓ Team collaboration
- ✓ Adaptability

DECLARATION

I hereby declare that the information mentioned above is correct up to my knowledge and I bear the responsibility for the correctness of the mentioned particulars