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Sharjah, UAE

EDUCATION

MASTER OF BUSINESS

ADMINISTRATION- MARKETING & OPERATIONS

*Savitri Bai Phule Pune University -
2022, Grade- A*

BACHELOR OF SCIENCE

Singhaniya University, 2020

Grade-A

TECHNICAL SKILLS

MS- OFFICE

MS-EXCEL

POWER BI

DATA ANALYSIS

LANGUAGES

ENGLISH- Professional

Urdu- Native

Arabic - Beginner

PROFESSIONAL SKILLS

FMCG Marketing , Team Work ,
Modern Trade , Consumer
Behaviour, Sales Analysis &
Forecasting.

MOHAMMAD UMAR

MBA- MARKETING

PROFESSIONAL SUMMARY

A highly motivated sales representative and sales associate with 1.5 year of experience in customer relations and sales. Proven success in upselling customers to increase revenue and developing relationships with customers through effective sales techniques. Skilled in creating visually appealing merchandise display to engage customers and increasing sales.

WORK EXPERIENCE

IFFCO, UAE (2023- Current)

SALES ASSOCIATE

- Maintained organized , presentable merchandise to drive continuous sales.
- Analyzed and properly processed product returns, assisting customers with finding alternative merchandise to meet needs.
- Worked alongside with store manager to boost sales by enhancing product presentations and advertising collateral.
- Trained and developed new sales team associates in products, selling techniques , company procedures.

SALES REPRESENTATIVE – MASSEY FERGUSON , PUNE (2022-2023)

- Presented, promoted and sold products and services using solid arguments to existing and prospective customers.
- Performed cost-benefit and needs analysis of existing and potential customers to meet their needs.
- Established, developed and maintained positive business and customer relationships.
- Monthly sales analysis and sales forecasting to increase sales and understand the consumer behaviour and needs.

PROJECT WORK

TOPIC- SALES PROMOTIONS ACTIVITIES

ORGANIZATION- MASSEY FERGUSON (ANAND TRACTOR)

DURATION- 2 MONTHS

DESCRIPTION- Understanding the effectiveness of the sales promotional activity, customer opinion about the promotional activities and promotional practices of Anand Tractor Private Limited (Massey Ferguson dealership).