

MUHAMMED ASHEEL.K

Sales & Marketing Executive

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Date of Birth: 21 Feb 1998

IT Skills : Microsoft Office, Tally

ERP Software.



Enthusiastic and optimistic sales professional with over 6 years of experience as sales & marketing executive in India. Skilled at developing and maintaining client relationships and highly committed to working with a team to achieve a target and have concrete knowledge in IT & Networking product sales.

Work History

2016– 2022

SALES & MARKETING EXECUTIVE

AL YAHYA TRADES, Kannur, India

- Knowledge of the sales of electrical hardware, plumbing, automotive products.
- Expertise in sales of building materials Products like Asian Paints, Nippon, Indigo, Birla Cements, Bullet Drill Cutters, Konarc Locks & Hardware, etc.
- Sales experience in dealing with Electrical & Lighting products of brands like PHILIPS, Havells, Orient etc.
- Conducting market research to identify selling possibilities and evaluate customer needs.
- Participate on behalf of the company in exhibitions or conferences.
- Expert in the sales of paint mixing according to customer requirements.
- Conduct market research to identify selling possibilities and evaluate customer needs.
- Negotiate/close deals and handle complaints or objections.
- Set up meetings with potential clients and listen to their wishes and concerns.
- Performing detailed analysis of sales figures
- Conduct market research to identify selling possibilities and evaluate customer needs.
- Set up meetings with potential clients and listen to their wishes and concerns

2022 - 2023

ACCOUNTANT

IA & T (Institute of Accounting and Taxation), Kannur, India

- Managing timely performance of daily accounts.
- Handling of accounts receivable and payables.
- Assist in preparing financial statements.
- Weekly updating of collection status.
- Advanced MS Excel (pivot tables, v-lookups)
- Prepare documentation (Invoice, Courier bill, AWB, etc.) as required export terms or hand it over to the concerned freight forwarder or customers.
- Receive /dispatch goods as order invoice/delivery note and check physically before send or after received.
- Coordinate with the inventory department for resolving issues in receiving.
for smooth flow operations.
- Taxations.
- Prepare Journal Entries for month end close.
- Perform other tasks as assigned.

Education

2019-06 - 2022-05 **BBA(Bachelor of Business Administration)**

Kannur University, Kannur, India

2014-06 – 2016-03 **Vocational Higher Secondary Studies**

GRFT Vocational Higher Secondary School, Azheekal, Kannur, India