

MUHAMMED IJAS

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ABOUT

Customer oriented, strategic thinking sales professional with 7 - 8 years of experience in building relationship, cultivating partnership, retaining top accounts, and growing profit channels. Multitasking, self motivated, leadership, professional with expertise on expanding network connection, persuasively introducing products, implementing pricing models, inventory control and projections, territory development and revealing customer needs to deliver solutions. A tactical team builders and strategic planner seeking to leverage background in to a sales representative or account management role with a progressive organisation.

WORK EXPERIENCE

SALES MANAGER

MAY 2024 - PRESENT

Cotton club, India

- Developed and executed sales strategies to achieve 80% revenue growth.
- Managed and coaching a team of sales representatives to exceed sales target.
- Analyzed sales data to identify trends and optimize sales strategies. Knowledge of industry trends and market analysis.
- Familiarity with competitor products and services. Understanding of sales channels and distribution network.
- Knowledge of customer segmentation. Revenue growth. Sales leadership. Coaching and mentoring.

SALESMEN (ELECTRONIC SECTION)

JAN 2022 - APR 2024

Lulu International LLC, Dubai, UAE

- Two year of experience in salesmen in electronics at Lulu hypermarkets. Well experienced in building relationship and multi tasking.
- Customer oriented and knowledge of electronic products & electronic brands.
- Understanding of technical specifications, experience with point of sale (POS) system.
- Sales skills & industry specific skills. Sales target achievement, inventory management.

GRAPHIC DESIGNER

AUG 2020 - OCT 2021

Netra studio, India

- One year two month of experience in the field and know about Adobe's software. Contribute my knowledge of graphic design software, Familiarity with digital illustration tools. Understanding of typography and font management.
- Knowledge of image editing and manipulation techniques. Familiarity with web design principles and HTML /CSS. Visual creativity and imagination. Familiarity with design trends and current styles.

SALESMEN & STOREKEEPER

JUN 2018 - JUN 2020

Planet fasion store, India

- Knowledge of inventory control procedure. Familiarity with warehouse operations .
- Understanding of supply chain management, Managed Inventory levels and optimised stockroom organisation.
- Knowledge of safety protocols. Sales and customer service. Demonstrated product features and benefits to customers.

SALESMEN & CASHIER

MAR 2016 - MAY 2018

Cotton club, India

Part - Time

- Starting of my sales field and am learning about sales software, customer relationship management, products knowledge.
- Learn how to manage a customer and how to provide the goods and services. Communication, negotiation, persuasion, closing sales.
- Accounts clearance. Time management, organisation, problem solving. Team work.

REFERENCE

Ashik k	Lulu Hypermarket, UAE Dept.manager@lulu	+971 527464618
Muneer	Cotton club, Kerala, India	+91 9745958596

TECHNICAL SKILLS

- Adobe Photoshop, Adobe illustrator, Adobe InDesign, Adobe premier pro and Adobe after effects.
- Product knowledge, lead qualification and prospecting, customer needs analysis, refferal marketing.
- Html, Css, jQuery.
- Microsoft office, word, Excel power point.

SOFT SKILLS

- Time management
- Conflict resolution
- Organization skills
- Positive attitude
- Problem - solving
- Empathy & Discipline
- Adaptability & Flexibility
- Active listening
- Physical stamina
- Goal-oriented
- Communication

EDUCATION

GRADUATION	BA Multi - Media	2017 - 2020
PLUS TWO	Computer Science	2015 - 2017
S S L C		2015

PROJECT

MULTI-MEDIA PROJECT	Short film	2020
WEB DESIGN PROJECT	Adobe Dreamweaver	2020

PERSONAL DETAILS

• Date of Birth	: 17/12/1999	• Expiry Date	: 15/03/31
• Age	: 25	• Marital status	: Single
• Visa Status	: Visiting	• Nationality	: Indian
• Passport number	: Y0517814	• Place	: Al nahda2, Dubai

DECLARATION

I certify that the Information provided above is accurate and truthful, to the best of my knowledge and belief.

MUHAMMED IJAS