

Mohammed Junis

BUSINESS DEVELOPMENT

+971568291190 | junismohammed@icloud.com

About

Dynamic and results-oriented professional with 3 years of experience in business development. As a business development executive, I am approachable, motivated, and confident. I have experience in identifying growth opportunities, building strong client relationships, with the ability to achieve sales targets and make a substantial difference in an organization's revenue generation. My expertise in the selling process enables me to fully understand both the human and emotional aspects of the sale process. Strong analytical, communication, and negotiation skills with a commitment to achieving company objectives.

Experience

SALES MANAGER, PRO/ AL JAHIZ GROUP

2021-present

- Successfully managed a team of 8 workers and achieved up to **30%** increase in sales within the first year
- Developed and implemented effective strategies that resulted in a 20% increase in profit
- Established and maintained strong relationships with customers, resulting in increase in customer satisfaction
- Worked closely with marketing and product teams to align sales initiatives with company goals, enhancing overall business performance.
- Evaluating stock for damage, stock loss and expiry.
- Led negotiations with key clients, securing contracts that increased profitability by **20%**.

MARKET RESEARCH PROJECT TRAINEE/ DATAMATICS

2020

- Executed daily cold calls to executives at NBFC's and Banks to increase client base
- Utilization of LinkedIn which led to an increase in client base
- collaborated with additional lead generation firms to obtain more leads
- Analyzed market trends, customer needs, and competitive landscapes.
- Prioritized tasks and manage time efficiently to meet deadlines.

Education

MBA (HR, MARKETING) / BANGALORE UNIVERSITY

2018-2020

CGPA 6.65

BACHELOR OF COMPUTER APPLICATION /BARATHIAR UNIVERSITY

2015-2018

CGPA 7.5

Skills & abilities

- Market research and Analysis
- Team Collaboration & Project Support
- Familiarity with CRM software and sales tools.
- Adaptability & Eagerness to Learn
- Basic Sales Knowledge & Lead Generation
- Strong Communication skill
- Empathy
- Building relations
- Time management
- Strong Verbal & Written Communication
- Microsoft office
- IT knowledge

PROFESSIONAL EXPANTION

- **DIGITAL MARKETING SPECIALIST**- Time training institute Abu Dhabi
- **ADVANCED EXCEL** - Reva institute of science and management, Bangalore
- **EMPLOYABILITY SKILLS**- Explore consultancy services Bangalore

LANGUAGE SKILLS

- **MALAYALAM**- NATIVE
- **ENGLISH** – ADVANCED
- **URDHU**- ADVANCED
- **ARABIC** - INTERMEDIATE

ADDITIONAL INFORMATION

- **LICENCE**- 2686630
- **LINKED IN** - www.linkedin.com/in/mohamed-junis-4a5809165
- **DOB**- 07/10/1995
- **NATIONALITY**: INDIAN
- **MARTIAL STATUS**: MARRIED