



MUHAMMED YASIR P P

Sales Executive / Merchandiser

My Contact

✉ muhammedyasirpp@gmail.com

☎ +971 54 3043250

📍 Dubai, UAE

About Me

"Results-driven Sales Executive with 3 years of proven success in exceeding targets and building strong client relationships. Adept at identifying opportunities, developing strategic plans, and leading high-performing teams. Seeking a challenging role as Sales Manager or Business Development Manager to leverage expertise in driving revenue growth and achieving business objectives"

Skill

- Visual Merchandising
- Sales Leadership
- Business Development
- Strategic Planning
- Relationship Building
- Communication Skills
- Negotiation Skills
- Strategic Thinking
- Customer Relationship Management (CRM)
- Analytical Skills
- Adaptability
- Problem-Solving
- Networking
- Customer Focus
- Emotional Intelligence

Education Background

- **Bachelor of Business Administration.**
Calicut University / 2013-2016
- **Higher Secondary Education**
Kerala Board / 2011-2013

Languages

- English
- Hindi
- Arabic
- Malayalam

Professional Experience

○ Sales Executive

Al Arab Sweets LLC, UAE
Nov 2017 - Jan 2020

Key responsibilities:

- Sales and Development and Planning
- Team Management
- Route Planning and Execution
- Budgeting and Expense Management
- Customer Relationship Management
- Sales Monitoring and Reporting
- Sales Forecasting and Reporting
- Inventory Management
- Compliance and Safety Management
- Promotional Activities

○ Sales And Marketing Manager

Kiswa Veg Processing and Trading, Kerala
Apr 2020 - jan 2024

Key responsibilities:

- Formulate comprehensive sales and marketing strategies to promote the company's vegetable products.
- Build and lead a high-performing sales and marketing team.
- Cultivate and maintain strong relationships with existing clients.
- Monitored customer satisfaction levels, evaluated feedback, and coordinated with product development teams for impactful product improvements.
- Managed day-to-day operations of the team, including performance reviews, team meetings, coaching sessions, and recruitment activities.

Software Proficiency

- MS Excel
- MS Word
- Tally
- Peachtree
- Computer Operation

Certifications

- Tally
- BBA with Human Resource

Area Of Work

- Supervising
- Wages calculating
- Stock setting
- Stock calculating
- Summarizing
- Accounts Payable
- Accounts Receivables

Personal Information

- D.O.B -16.12.1993
- Passport No -B 8225989
- Passport Expiry -06.12.2033
- Driving License -UAE/ 2418605
- Gender -Male
- Marital Status -Married

References

- Mr. Shameer,
farooke Assi:managing director of
famous group of companies +91
9847294429
- Mr.ajayan
Manager famous bakery kootanad/
kerala/india
+919744579676
@:famous.ktd@gmail.com

Decleration

I MUHAMMED YASIR P P hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

MUHAMMED YASIR P P

Dubai, UAE

○ Private Assistant

Famous Group of Copmanies PVT LTD, Kerala
Jan 2017 - Jun 2017

Key responsibilities:

- Provide comprehensive administrative support to executives.
- Schedule and coordinate meetings, conferences, and appointments.
- Draft emails, reports, and other documents on behalf of executives.
- Organize and maintain confidential files and records.
- Prepare agendas, documents, and presentations for meetings.

○ Accountant

Famous Bakery & Super Market
Apr 2016 - Jan 2017

Key responsibilities:

- Document financial transactions by entering account information
- Recommend financial actions by analyzing accounting options
- Summarize current financial status by collecting information; preparing balance sheet, profit and loss statement, and other reports
- Substantiate financial transactions by auditing documents
- Maintain accounting controls by preparing and recommending policies and procedures
- Guide accounting clerical staff by coordinating activities and answering questions