



MOHAMMED FARHAN ALI SOHAIL

Sales Executive

PROFESSIONAL SUMMARY

Highly motivated and confident Professional Sales Executive with four years of experience attending to needs of customers and converting prospects to increase sales. Expert in overcoming objections from prospective customers to maximize sales opportunities.

Self-motivated leader with expertise in expanding networks, persuasively introducing products, and implementing pricing models

CONTACT

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Address:

Deira, Dubai, UAE.

EMAIL

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LANGUAGES KNOWN

English

Hindi

Urdu

Telugu

PERSONAL DETAILS

D.O.B. : 27/11/1995

Marital status: Un-married

Nationality : INDIAN

Religion : ISLAM

Passport no : V1346049

Visa Status : Visit Visa

TECHNICAL SKILLS.

- ❖ PowerPoint
- ❖ MS office
- ❖ Windows

EDUCATION

JAWAHARLAL NEHRU TECHNOLOGICAL UNIVERSITY HYDERABAD

2017 – Passed out in first class with an aggregate of 62%.

Bachelor of Technology in Electrical and Electronics Engineering.

BOARD OF INTERMEDIATE

Stream–Math's, Physics, Chemistry

2013 – Passed Out with an aggregate of 89.4%.

SECONDARY SCHOOL CERTIFICATION

School –Karimnagar Public school

2011– Passed Out with an aggregate of 86.8%

WORK EXPERIENCE

April 2021 – January 2022

Mahmood Ali Cement Agencies | Karimnagar, India.

Area Sales Executive

- Maintained current knowledge of evolving changes in marketplace.
- Performed effectively in self-directed work environment, managing day-to-day operations and decisions.
- Recorded accurate and efficient records in customer database.
- Provided impactful sales training and motivated sales team members to drive revenue growth.
- Monitored sales team performance, analyzed sales data, and reported information to the manager.
- Achieving all revenue targets and objectives in line with the Area Business Plan.

Key Achievement: - Established regional distributor network that has consistently grown and Increased sales by 35% in infrastructure projects such cable stayed bridge and smart cities works, through the well-placed implementation of sales initiatives.

INTER PERSONNEL SKILLS.

- ❖ Profit and revenue-generating strategies.
- ❖ Ability to rapidly build relationship & set trust.
- ❖ Communicate efficiently with clients.
- ❖ Excellent leadership quality.
- ❖ Creative, innovative, and energetic.
- ❖ Idea generation and Problem-solving skill.
- ❖ Market Intelligence and team management.
- ❖ Confidence-maintain a positive attitude.
- ❖ Resilience-communicating with conviction
- ❖ Active listening-understanding the customer's needs.
- ❖ Financial records analysis.
- ❖ Entrepreneurial spirit-continual self-improvement.
- ❖ Never leaving a job incomplete.

July 2017 - March 2021

Mahmood Ali Cement Agencies | Karimnagar, India.

Sales Executive

- Strategically planned and implemented business development activities, aiding department achievement against KPIs.
- Proactively identified and solved complex strategy problems to positively impact sales management and business direction.
- Fostered positive relationships with customers, expanding customer bases and enhancing loyalty and retention.
- Coordinated with purchasing teams to negotiate and secure profitable contracts with key clients.
- Contributed to continuous improvement of renewal processes, increasing customer retention levels against targets.
- Built focused new client networks, growing business opportunities, and increasing revenue possibilities.
- Delivered professional sales presentations, creatively communicating product quality and market comparisons to prospective clients.
- Strengthened profit opportunities through targeted customer relationship development, continually meeting sales objectives.
- Qualified prospects to determine future sales possibilities and improve conversion efforts

DECLARATION

I hereby declare all the information mentioned above is true to the best of my knowledge.

(MOHAMMED FARHAN ALI SOHAIL)