Murad

Murad.341405@2freemail.com

**CAREER OBJECTIVE**

To be a professional and deliver a good output to the stakeholders and the Organization

**PROFILE**

A seasoned professional and a self-motivated individual with a proven ability to exceed sales quotas

* Two years of strong sales experience, achieving the assigned sales targets
* Master of presentations and public relation
* Powerful but gentle corporate / retail business closing abilities
* Passion for gaining personal relationships with the clients

**EMPLOYMENT**

2013 March to 2015 March **Sales Representative** Richard Pieris & Company (SRI LANKA)

* Manufacture of office furniture, Mattresses & Distribution In Sri Lanka

|  |  |  |
| --- | --- | --- |
| 2015 April to September 2015 | **Sales Representative** | Hayley’s Consumer (SRI LANKA) |
|  |  | **(DIST OF P&G PRODUCT AND Etc..)** |
| 2016 April to (Present) | **Sales Executive** | Capital Store LLC (Oman) |
|  |  | **(JAWAD SULTAN GROUP OFCOMPANIES)** |

* Official Distributors of KENWOOD home Appliances in Sultanate of Oman.

Manage the retail business and organize meetings with new and established clients. Prepare presentations and present it to the clients. Effective follow up, conducting Q & A sessions to resolve concerns. Entertain clients by hosting events and performing mass presentations. Generate new business and build a professional relationship with each client and close sales.

*Key Achievements*

* Frequently earn recognition for top sales performance
* Achieving the given targets with the set product criteria
* Good leadership skills and good negotiation skills
* A good team player and versatile

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**EDUCATION & CREDENTIALS**

**Professional Qualification**

**Diploma in computerized accounting,**

Golden college, Kandy, Sri Lanka

**AAT (Association of Accounting Technicians)**

 Foundation Level – Accounting **‘C’**

Business Communication **‘B’**

Economics **‘D’**

Business Studies **‘C’**

* Intermediate Level-Business Mathematics **‘D’**

Accounting & Control Systems **‘C’**

Information Technology **‘B’**

Law & Management **‘C’**

**Certification of spoken English and grammar,**

English course honors pass in American college of higher education

**Academic Qualification**

* GCE O/L Ordinary Level 2009
* GCE A/L Advanced Level 2012 – Commerce

**EXTRA CURRICULAR ACTIVITIES & OTHER SKILLS**

* Was a senior member of the school cricket team
* An effective member of the school commerce society
* Able to read write and converse in English, Tamil & Sinhala fluently

I hereby declare that the information provided above is true & accurate to the best of my knowledge.

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