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**Mohammad**

**Dubai**

**Email:** **Mohammad.351038@2freemail.com**

**Objective:**

Seeking a challenging and responsible position in a reputed organization to express my abilities and experience. My work experience and skill will enhance my confidence to meet the requirement of job with practical knowledge and amicable conduct. . I am exceptionally well organized and adaptable towards various working conditions like a multi-national workforce with a minimal supervision or team environment.

**Elfosoft (Airtel) March 2013 – July 2015**

**India.**

**Position Held: Sales Executive**

**Responsibilities:**

 Generating opportunities through proactive screening of market with an active role in sales process.

 Sales planning and development with successful implementation of strategic sales to expand market penetration, and achieve profitable growth for the organization

 Responsible for conducting meetings with the decision makers in context to telecom.

 Responsible for account mapping to build and maintain the relationship with clients.

 Apply consultative selling techniques to achieve sales target and penetration into the account.

 Lead and Manage key strategic relations in SME level accounts by regular visits and meetings with the team

 Responsible for preparing the proposals and price quotations.

 Following up with the clients for any clarifications about the proposals or the pricing.

 Responsible for closing the deal

**Wataniya Oct 2010-Feb 2013**

**Kuwait**

**Position Held: Account Executive (Channel Sales)**

**Responsibilities:**

 Sell telecommunications products and services to both individuals and companies.

 Build market position by locating, developing, defining, negotiating, and closing business

relationships.

 Identify, contact and build relationships with prospective customers through a combination of

telephone and in-person cold calls, networking and referrals to obtain appointments.

 Leverage the CRM system to develop prospecting and sales strategy that ensures high activity

and effective closing ratios.

 Responsible for proposals and price quotations.

 Implement and adhere to corporate sales policy.

 Generate new business.

**Etisalat (telecom) November 2015 – Current**

**Dubai**

**Position Held:**

**Sales Executive**

**Responsibilities:**

* Sell telecommunications products and services to both individuals and companies.

 Build market position by locating, developing, defining, negotiating, and closing business

relationships.

 Identify, contact and build relationships with prospective customers through a combination of

telephone and in-person cold calls, networking and referrals to obtain appointments.

 Leverage the CRM system to develop prospecting and sales strategy that ensures high activity

and effective closing ratios.

**Qualification:**

**Educational Qualification** : **Bachelor’s in 2008**

**Additional Qualification** : **1. Microsoft Certified System Engineering (MCSE)**

**2. A+ Certification (Hardware Course) from STG India.**

**3. One year Application Diploma in Microsoft Office**

**4. CCNA from Net Zone Delhi India.**

**Language Skills:**

|  |  |  |  |
| --- | --- | --- | --- |
| **Languages** | **Speak** | **Read** | **Write** |
| **English** | **Advance** | **Advance** | **Advance** |
| **Urdu** | **Native** | **Native** | **Native** |
| **Hindi** | **Advance** | **Advance** | **Advance** |
| **Arabic** | **Good** | **Good** | **Good** |

**Personal Details:**

 **Nationality** : Indian.

 **Gender** : Male

 **Date of Birth** : 7.10.1984.

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 **Marital Status** : : Single.

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 **Religion** : Islam.

 **Present Address** : Dubai, UAE

**Declaration**

I affirm that above mentioned details are correct to the best of my knowledge.