

**Sultan**

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**Objective:**

* Cold callings to arrange meetings with potential customers to prospect for new business.
* Negotiating the terms of an agreement and closing sales.
* Challenging any objections with a view to getting the customer to buy.
* Advising on forthcoming product developments and discussing special promotions.
* Reviewing own sales performance, aiming to meet or exceed targets.
* Gaining a clear understanding of customers' businesses and requirements.

**Academic Qualification:**

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| **Qualification** | **Institution** | **Year of passing** |
| IELTS(International English Language Test System) | British Council | 6 Bands2015 |
| E&C (Electronics & Communication) Engineering | East Point College of Engineering & Technology, Bangalore. | 2012 |
| Intermediate (PCMC) | BEST (Bellary Educational Service Trust) | 2008 |
| Secondary education (SSLC) | BEST (Bellary Educational Service Trust) | 2006 |

**Computer Proficiency:**

* Diploma in Computer Application
* Auto CAD 2D & 3D Basics
* MS Office.

**Professional Experience**

**Nov, 2016 - Dec, 2016**
 **Trained and worked as Sales and Marketing executive at Beracah Foods Trading LLC, Ajman, UAE.**

**Roles and Responsibilities :**

* Taking appointments of Purchase Officers of hotels.
* Setup a meeting and explaining about the products.
* Providing samples to the head chef.
* Finalizing orders,

**May, 2014 - Aug, 2016**

 **Worked as a Assistant Sales Manager & Sales Consultant for Suzuki Cars & Super Bikes at GEM Suzuki, Hyderabad India.**

 **Roles and Responsibilities :**

* Developing buyers by maintaining rapport with previous customers; suggesting trade-ins; meeting prospects at community activities; responding to inquiries; recommending sales campaigns and promotions.
* Qualifying buyer's requirements and interests; matching requirements and interests to various models; building rapport.
* Demonstrating automobiles by explaining characteristics, capabilities, and features; taking drives; explaining warranties and services.
* Closing sales by overcoming objections, asking for sales; negotiating price; completing sales or purchase contracts; explaining provisions; explaining and offering warranties, services, and financing; collects payment; delivers automobile.
* Providing sales management information by completing reports.
* Updating job knowledge by participating in educational opportunities; reading professional publications.
* Enhancing dealership reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

**Sep, 2012 - Feb, 2014**

**Worked as a As Sales Executive/Supervisor at New Banaras Hall Wedding Mall, Towlichowki, Hyderabad India.**

**Roles and Responsibilities :**

* Maintain and develop good relationship with customers through personal contact or meetings or via telephone etc.
* Act as a bridge between the company and its current market and future markets.
* Efficiency in gathering market and customer info to enable negotiations regarding variations in prices, delivery and customer specifications to the managers.
* Helping management in forthcoming products and discuss on special promotions.
* Reviewing own performance and aim at exceeding their targets.
* Record sales and order information and report the same to the sales department.
* Provide accurate feedback on future buying trends to their respective employers.

**Skills & Strength:**

* Analytical Mind.
* Ability to Negotiate.
* Results Driven.
* Ability to work in a team.

**Other Details:**

**Date of Birth :** 03-sep-1990

**Languages :** Fluent in English, Hindi, Kannada and Telugu. Beginner in Tamil & Arabic.

**Nationality :** Indian.

**Marital Status :** Married.