

**SAMAD**

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**CAREEROBJECTIVE:**

Team-player with outstanding track record of effectively assessing customer’s needs, closing sales with winning attitude and strong work ethic, excelling at prioritizing projects to achieve maximum sales volume seeking the position of sales Representative.

**CAREER PROFILE/SKILLS:**

* Consistently maintained sales volume, product mixes and selling price by keeping current with supply

And demand and changing market trends

* Identify product improvements or new products by remaining current on industry trends, market activities

And competitors

* Maintains relationships with clients by providing support, information, and guidance; researching and

 Recommending new opportunities; recommending profit and service improvement.

* Maintains quality services by establishing and enforcing organization standards.

**PROFESSIONAL WORK EXPERIENCE:**

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**Organization:** **Sheela Foam**

**Sheela Foam Sleepwell Gallery, Gajraula, UP**

**Sleepwell Gallery**

**(A leading company in India)**

**Tenure:**  Nov 2017 - March 2014

**Designation:** **Senior Sales Executive**

**Responsibilities:**

* Taken the lead on managing relationships with high profile accounts.
* Mentoring newly recruited sales team members.
* Advising poorly performing members.
* Planning and executing solutions for the sales team to deliver to customers.
* Identifying business opportunities with current and prospective customers.
* Preparing reports by collecting sales information.
* Attending trade exhibitions, conferences and meetings

**Achievement:**

* **Ranked as #1 sales manager (out of 12) in 2016 and 2017**
* **Increased territory sales from less than 10 lakh to 18 within two years, exceeding quota by 12% in 2016 and 15% in 2017.**
* **Trained a total of 30 sales and support staff members within a short time span of 3 years.**
* **Successfully generated a lead of 22 corporate accountsout of 20 whichwere realized as high business giving customers.**

**Organization:** **Nexa**

 **National Motors Pvt.Ltd , Haldwani UK**

**(Worldwide company)**

**Tenure:**  March 2013 - Feb 2014

**Designation:** **Sales Executive**

**Responsibilities:**

* Attending trade exhibitions, conferences and meetings.
* Demonstrating and presenting products on new launching.
* Visiting potential customers for new business and developing and maintaining relationships.
* Attending trade exhibitions, events and demonstrations to represent the employing organization.
* Identifying new markets and business opportunities and arranging meeting with potential customers.
* Negotiating the terms of an agreement with a view to closing sales.

**Achievements:**

* **Successfully met self and company sales targets by a100% between the year 2013 and 2014.**
* **Merit award in year 2014**

**Organization:** **Maruti Suzuki**

 **Akansha Automobiles Pvt.Ltd , Moradabad UP**

**Tenure:**  Feb 2011 - June 2013

**Designation:** **Sales Executive**

**Responsibilities:**

* Prepares reports by collecting, analyzing, and summarizing information.
* Contributes to team effort by accomplishing related results as needed.
* Maintaining accurate records.
* Maintain relationships with the existing as well as new clients.
* Organizing sales visits.
* Spoke to customers when handling errors occurred.

**Achievements:**

* **Certificate of Achievement of 100% training, improvement in enquiry hit rate, & Achievement of all assigned sales target for consecutive year of 2013.**

**ACADEMIC EDUCATION:**

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| **DEGREE/CERTIFICATION** | **EXAMINING BODY:** | **YEAR** |
| Bachelor of Arts | Chaudhary Charan Singh University, Meerut | 2011 |
| Intermediate Examination | Aligarh, Up | 2008 |

**CERTIFICATION/ ADDITIONAL SKILLS:**

* **MS Office** (All versions, esp. MS Word, MS Power Point and MS Excel)
* **MS Excel** (MS Formulae, Reports Automation, Macros, Presentations)

**TRAININGS & WORKSHOPS:**

**CREATING MOMENTS OF MAGIC Year - 2017**

* Successfully meeting the requirements of Service Excellence Training by Mr. Deepak Singh AD & Mr. Rahul Gautam CEO of SHEELA FOAM Group India and Chairman of Joyce Ptv Ltd., Australia.

**Excel GURU Training Year - 2008**

* Intermediate and advance levels of MS excel

**PERSONAL INFORMATION:**

**Date of Birth** : 17th of Dec 1989

**Nationality** : Indian