# IMG-20170722-WA0009.jpgSohail

Email : sohail.382868@2freemail.com

Address : Dubai, UAE

Visa Status : Employment

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| CAREER OBJECTIVE |

I am a person who cherishes challenges and aspire to seek excellent in the task assigned to me.

To work in organization that offers a creative, dynamic and professional skill and proven

Abilities can be fully applied to benefit the organization and myself simultaneously.

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| STRENGTHS |

* Able to work on my own initiative and as part of a team.
* Solid expertise in sales, business development processes, and marketing
* Attended various sales seminars
* Highly skilled and well organized in providing customer service and order processing
* Possess an active, energetic, and lively personality, with the ability to engage customer interest and attention
* Outstanding written and oral communication skills
* Proficiency in MS word, MS access, Power Point and other computer applications
* Quick learner
* Good listener

**Etisalat Telecommunication,Dubai-UAE**

**As Sales Executive (July 2017 to Present)**

* Identifying, qualifying, and securing business opportunities
* Building business relationships with current and potential clients
* Developing customized targeted sales strategies
* Coordinating business generation activities
* Responding to client requests for proposals.
* Answering potential client questions and follow-up call questions
* Creating and maintaining a list/database of prospect clients
* Maintaining short- and long-term business development plans
* Cold calling, making multiple outbound calls to potential clients
* Understanding client needs and offering solutions and support
* Researching potential leads from business directories, web searches, or digital resources

**National Trading and Developing Est. Dubai-UAE**

**As Retail Sales Associates and Customer Service (September 2015 to June 2017)**

**Responsibilities**

* Maintained friendly and professional customer interactions at all times.
* Strategic consulting, including business plan and sales strategy development.
* Social Media Marketing.
* Customer relationship management.
* Cash Handling
* Physical Stock Checking

**Hindustan Unilever, Gujarat-India.**

**As Sales Executive (April 2012 to Aug.2015)**

**Responsibilities**

* Manage company’s largest region with full sales cycle responsibility, from initial contact to closing, follow-through, and servicing
* Manage around 300 accounts
* Educated and sold customers on the benefits of various products
* Expanded and controlled both new and existing accounts
* Studied and recommended alternatives to clients
* Answered any inquiries raised about pricing and availability

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| ACADEMIC EDUCATION  |

* **Bachelor’s Degree (Bachelor of Commerce 2012)**

**(Maharaja Sayajirao University of Baroda,Gujarat-India)**

* **Higher Secondary School Gandhinagar**

**(Higher Secondary Education Board Gandhinagar,Gujarat-India)**

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| CERTIFICATION/ ADDITIONAL SKILLS: |

* P.O.S (Point of sale)
* Microsoft Office
* Tally Software
* Quick book

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| PERSONAL INFORMATION: |

* Date of Birth : May, 8th 1990
* Nationality : Indian
* Marital Status : Married

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| LANGUAGE |

**En**glish, Hindi, Gujarati, Urdu