



Resume

Mohamed Faiz.J

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Saudi Arabia, Dammam

Carrier Objective:

A professional sales executive with career experience which include a history of successful sales, marketing, managing and implement, while creating confidence in an extensive customer portfolio.

Educational Qualifications :

E.G.S PILLAY ENGINEERING COLLEGE (AUTONOMOUS), NAGAPATTINAM, INDIA.
Bachelor of Electrical and Electronics Engineering, Under Anna University, **(Part time)**

AVC POLYTECHNIC COLLEGE, MANNAMPANDAL, INDIA
Diploma in Electrical and Electronics Engineering, Under D.O.T.E CHENNAI
(2018 Passed out)

NEBOSH IGC Occupational Health And Safety (UK)

IOSH MS, Institution of Occupational Safety and Health, (UK)

Working Experience :

Company Name: Schneider Electric India Private Limited

Position : Sales Executive

Period : August 2018 ~ August 2021

Duties and Responsibilities:

- Responsible to bring business to the company to meet the sales target.
- Create customer relationships in yours area of responsibilities.
- Contracts to meet the sales budget and pricing targets including proactively generating opportunities from outside current customer base.
- Develop strategies and plan to achieve the company goals.
- Assists in pricing strategy and preparing proposals based on the competition and market situations.
- Conduct periodic review of media market surveys, competitors' data and identify new potential clients and market.
- Proactive and penetrate the market to secure companies share of the market.
- Getting inquires and following up the offers to convert them in purchase orders.
- Preparing businesses and sales reports and forecasts.

Skills :

- The ability and desire to sell.
- Excellent communication skill
- Words, Excel, Spreadsheet and Power Point.
- A positive confidence and determined approach.

Achievements:

- Certificate in NEBOSH IGC (UK)
- Certificate in IOSH Managing Safely ,UK
- Certificate in Sales Management
- Certificate in internship of health and safety
- Certificate in Fire safety, First aid

Area Of Interest :

- Sales Engineer
- Inside Sales representative
- Application Engineer
- HSE Officer
- Production supervisor

Personal Information:

Name : Mohamed Faiz

Father Name : Jalaludeen

Date of Birth : 08 June 1999

Nationality : Indian

Religion : Islam

Marital Status :Single

Lang. Known : English, Hindi, Arabic

Passport No : U2276827

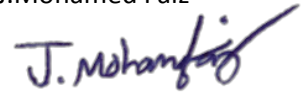
Iqama : Transferable

Declaration:

I hereby declare that the above, mentioned statements are right & true to the best of my knowledge and belief.

(Yours Truly)

J.Mohamed Faiz

A handwritten signature in dark ink, appearing to read 'J. Mohamed Faiz', with a stylized flourish extending from the end.