

AJMAL MANSOOR MULLA

Sales Executive

PROFILE

I fulfill the tasks assigned to me with utmost sincerity, hard work, and dedication. I always feel that the organization I'm working for keeps growing in the market. So that I'm proud and happy to say that I work for 'that' particular company. I have always applied my knowledge, skills, and talent to my work.



Sharjah, United Arab Emirates

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<https://bit.ly/3hLqVP0>

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EDUCATION

Diploma | Fire & Safety Engineering Tuv
Rheinland Nife | 2017 | Kochi, India

Diploma | Industrial Safety AIIMS
| 2015 | Chennai, India

Diploma | Electronics & Telecom Eng.
MSBTE | 2016 | Maharashtra, India

SSC | Modern English School 2012
| Maharashtra, India

SKILLS

COMMUNICATION

RESILIENCE

COMMERCIAL

AWARENESS

NUMERICALS

RAPPORT BUILDING

EXPERTISE

HIGH ATTENTION TO

DETAILS

EMOTIONAL

QUOTIENT

SELF-IMPROVEMENT

PITCHING A

PRODUCT/SERVICE

AMBITION

EXPERIENCE

SALES EXECUTIVE | JUL '20 - AUG '21

VIJAY SALES | MUMBAI, INDIA

vijay sales

- Conducted market research to identify selling possibilities and evaluate customer needs
- Actively seek out new sales opportunities through cold calling, networking and social media
- Set up meetings with potential clients and listen to their wishes and concerns
- Prepared and deliver appropriate presentations on products and services
- Created frequent reviews and reports with sales and financial data
- Ensured the availability of stock for sales and demonstrations
- Participated on behalf of the company in exhibitions or conferences
- Negotiated/closed deals and handle complaints or objections
- Collaborated with team members to achieve better results
- Gathered feedback from customers or prospects and share with internal teams
- Built rapport with a customer and subsequently closing the deal
- Built relationships with new customers and distributors
- Demonstrated products to customers
- Maintained good business relationships with existing clients
- Liaised with suppliers and manufacturers on a daily basis
- Held meetings to discuss progress of existing projects
- Dealt with customer feedback, enquiries, complaints and refunds

- ♦ Meeting with potential clients to gauge the utility and viability of prospective working relationships.
- ♦ Ensuring regular contact with existing clients to maintain our company's presence.
- ♦ Repairing disengaged or fractured relationships.
- ♦ Conducting in-depth needs assessments to better understand each client's requirements.
- ♦ Identifying a range of our offerings that could meet the goals and values of each client.
- ♦ Proposing and deliberating potential solutions in consultation with clients.
- ♦ Prompting clients to upgrade their existing packages and to purchase additional offerings.
- ♦ Settling clients' concerns in a swift and professional manner. Harnessing internal relationships to better address clients' needs and to maximize our profits.

HACCP COORDINATOR | AUG - 16 - JAN '18
DONGYANG CONSTRUCTION INDIA PVT. LTD | MUMBAI, INDIA

DONGYANG

- ♦ Implemented work equipment hazards & controls.
- ♦ Cooperated with external cleaning company in order to meet cleaning services expectation in the plant.
- ♦ Lead the HACCP system in the plant.
- ♦ Regularly organized safety tours involving clients, consultants & subcontractors.
- ♦ Imparted HSE meeting, induction training & toolbox meetings to all staff.
- ♦ Day to day inspection of sites, hygiene inspection of camp & mess too.
- ♦ Performed product review & associated paperwork.
- ♦ Inspected of scaffoldings, working at height, lifting operations, material handling.
- ♦ Investigation of first aid cases, near misses & dangerous occurrences & to suggest remedy to the management.

COURSES & TRAININGS

- ♦ Diploma in Hardware & Networking
- ♦ Fuel Certification of Etiquettes
- ♦ Google Adwords Fundamentals

Trainings:

- ♦ Vital Electronics [DURATION: 1 MONTH]
- ♦ Tuv Rheinland Nife [DURATION: 15 DAYS]

PERSONAL DETAILS

- ♦ Nationality: Indian
- ♦ Religion: Islam
- ♦ Date of Birth: 12 December, 1996
- ♦ Sex: Male
- ♦ Marital Status: Single
- ♦ Passport No: Z4108603 Visa
- ♦ Expiry- 24th Dec 2021
- ♦ Language Known: English, Hindi, Marathi

DECLARATION

I hereby declare that the information furnished above is true to the best of my knowledge.
AJMAL MULLA