

ABDUL REHAMAN AFRID

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SALES ASSOCIATE

SUMMARY

Seeking a Sales Associate position with a vibrant company utilizing over 11 years

Sales Experience to contribute to the sales bottom line and improve company Revenues. Highly effective communication skills, demonstrated persuasive and Negotiation skills together with organizational skills ensure consistent achievement of sales target.

EXPERIENCES

OFFICE BOY .INFOSYS MANGALORE (1YEARS)

Duties & Responsibilities

- Setting sales goals and developing sales strategies.
- Researching prospects and generating leads.
- Contacting potential and existing customers on the phone, by email, and in person.
- Handling customer questions, inquiries, and complaints.
- Preparing and sending quotes and proposals.
- Managing the sales process through specific software programs.
- Meeting daily, weekly, and monthly sales targets.
- Participating in sales team meetings.

EDUCATION

- Higher Secondary Education Completed. - SSLC

PROFILE

- Nationality – Indian
- Date of Birth – 25-11-2002

SKILLS

- Passport No – v3025896
- Issue Date – 28-09-2021
- Expiry Date – 27-09-2031
- Marital Status – Single
- Gender – Male
- Visa Status – Visiting Visa
- ☐ Prospecting. Many deals begin with prospecting, which is the process of identifying new business often in the form of connecting with potential customers.
- ☐ Product Knowledge.
- ☐ Customer Service.
- ☐ Data Analysis.
- ☐ Solutions-Oriented.
- ☐ Upselling and Cross-selling.
- ☐ Negotiating Skills.
- ☐ Relationship-Building.

LANGUAGES KNOWN

- ☐ English
- ☐ Hindi
- ☐ Kannada

DECLARATION

I hereby declare that the above furnished details are true and correct to the best of my knowledge and belief.