

MOHAMMAD ILLYAS

Sales Executive

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Objective

My goal is to pursue challenging and rewarding technical career and gain rich experience and Knowledge through working in high profile industries using Emerging Technologies.

Career Profile:-

- Motivated and goal driven with strong work ethics, continuously striving for improvement coupled with excellent administrative aptitude with commitment to offer quality work.
- Dedicated, hardworking and focused individual, with proven learning and problem-solving abilities.

PROFESSIONAL EXPERIENCE:

KAVERI TRADERS-Mangalore-India (Jan-2019 To Till Date)

Designation: **Sales Executive**

Major Responsibilities: -

- ❖ Actively seek out new sales opportunities through calling, networking and social media
- ❖ Set up meetings with potential clients and listen to their wishes and concerns
- ❖ Quoted prices to customers and negotiated deals to close sales.
- ❖ Understood customer requirements and offered products accordingly.
- ❖ Assisted with surpassing sales quota by efficient and effective up-selling techniques.
- ❖ Collaborate with team members to achieve better results

MOHAMMED FRAIH KHALFAN AL QUBAISI GENERAL TRPT.-Abu Dhabi UAE

(Period: Jan-2015 To Dec-2018) Designation: Business Development Officer

Major Responsibilities:

- ❖ Establishing new business, meeting with clients virtually or during sales visits, demonstrating and presenting products
- ❖ Ensure high levels of customer satisfaction through excellent sales service
- ❖ Maintaining accurate records
- ❖ Attending trade exhibitions, conferences and meetings, Negotiating contracts and packages

- ❖ Reviewing sales performance
- ❖ Negotiating contracts and packages
- ❖ Working towards monthly or annual targets.

ABDUL MOHSEN AL MOUSA CONTRACTING CO. LTD

(Period: Jan-2013 To Dec-2014) Designation: Operation Coordinator

Major Responsibilities:

- ❖ Controlling & monitoring of resources, Manpower, Materials, and Equipment's etc.
- ❖ Planning of Work and schedule. Work permit management for safe working.
- ❖ Ensuring proper Safety systems at the workplace. Preparing Job completed reports.
- ❖ Coordinating with client/consultants while the inspection is being carried out and. Clearing of JCC (Job completion certificate) items.
- ❖ Coordinate with the sub-contractors to achieve the targets and schedule set by the Planning. Allocation of jobs among various working groups Conduct safety walk through in the site coordination safety department on weekly basis.

EDUCATION:

DIPLOMA IN MECHANICAL ENGINEERING - BANGALORE TECHNOLOGICAL UNIVERSITY – MAY-2012

Computer skills:

Excellent Working knowledge in MS Excel, Word, Power Point, MS Outlook, Internet Tools, pdf and Internet research applications.

Personal Details

Father's Name : YOUSUF C.H
Date of Birth : 16-12-1990
Sex : Male
Nationality : Indian
Languages : English, Hindi, Kannada, Malayalam and Tamil
Passport Details : K 2126705

Declaration

I hereby declare that all the information stated above is correct and are done the best of my knowledge.

Date;

Name; Mohammed Illyas

Signature