



MOHAMED RABEEH ZZAMAN

EXPERIENCE

Sales & Marketing Executive - Al Thiab Est **September 2020 – Current**

- Effectively handled daily customer meetings, sales calls and account management tasks, improving sales team efficiency
- Maintained accurate contract records, clearly detailing and setting reminders for renewal timeframes to maximize customer retention.
- Listened to customer needs and preferences to provide targeted advice, increasing sales opportunities.
- Used product knowledge, sales abilities and customer relations skills to drive substantial profit increases.
- Assisted customers with product selection and sales, recommending items to increase transaction value.
- Guaranteed high level of customer satisfaction through product knowledge and attentive service.

Supervisor - KT Supermarket **May 2020 - August 2020**

- Setting daily, weekly and monthly Objectives
- Dealt with customer complaints and rectified product and service issues.
- Increase team productivity through effective staff planning, coordination and task delegation
- Managed staff rotas , planning workloads effectively and strategically
- Built Customer Retention and satisfaction by delivering top – quality service.

SKILLS

- Marketing Trends understanding
- Salesforce
- Advanced Microsoft Excel and MSWord
- Relationship Management



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ABU DHABI

PROFESSIONAL SUMMARY

Resourceful Sales Executive with Two years of experience working independently and collaboratively with team to foster client relationships and drive sales. Astute in identifying decision makers within prospect account to initiate sales process and deliver successful results.

EDUCATION

Bachelors of Business
Administration
University of Madras, 2020

LICENSE

UAE / INDIA