

ARIF MUHAMMED P.H.

Sales Development Executive

Career Summary: I am an approachable, motivated and confident Sales Executive with the ability to excel sales targets and make a real difference in the organization's revenue generation. I have expert knowledge of the selling process and I fully recognize the human and emotional aspects of buying and selling.



Damascus street, Al qusais, Dubai

Phone : 0547877202

arifmuhammed2244@gmail.com

PERSONAL PROFILE

Nationality: Indian
Marital status: Single
Date of Birth: 30/07/1999
Driving License: India

LANGUAGES

-English: Second Language
-Malayalam: Native
-Hindi: Speak
-Tamil: Speak

EDUCATION

DIPLOMA 2020-2021

Diploma in Computer Application KELTRON
(Board), Kattapana, Kerala

Logistics & Supply Chain Management (Not completed)

University of Petroleum and Energy Science
H.C.M. HUBB, ERANAKULAM

EMPLOYMENT EXPERIENCE

SALES DEVELOPMENT EXECUTIVE, 2022-2023

2022 JUNE – Till Date

HK HIGH RANGE LLP (IDUKKI, KERALA)

SALES DEVELOPMENT OF EXPORT OF CARDAMOM CONTRACTING

AND QUALIFYING CUSTOMERS

- Monitoring market trends and demands to incorporate into sales strategy
- Identifying potential customers and generating new business opportunities for the company.
- Managing leads through the sales pipeline by setting appointment.
- Tracking progress towards meeting sales goals.
- Collaborate with the sales team to develop strategies for reaching sales target.
- Use customer relationship management (CRM) software to manage leads and sales activities
- Provide regular reports on sales activities and result to management

ACHIEVEMENTS

- Certified Microsoft Office Specialist 2019
- DCA (G Tech Computer center)
- SAP (Warehouse Management and Inventory Control) Trade Certificate & Skill certificate
- Certificate holder in Object Oriented Programming & Database
- Certificate holder in Computer Hardware Maintenance & Networking
 - Certificate holder in Web Application Development
- Certificate holder in DTP, Graphic Designing & Visual Communication
- I T Tools & Application
- Internet & Web Designing
- Programming fundamentals of VBLC

HIGHLIGHTS

- Lead generation
- Excellent closing techniques
- Contract negotiation
- Multi-lingual
- Worked in a multi-cultural environment.
- Outgoing and proactive
- Great team player
- Motivated and passionate
- knowledgeable on Surface & submersible Dewatering pumps.

SOFTWARES

- Word
- Excel
- PowerPoint

MARKETING EXECUTIVE OF EXPORT OF CARDAMOM

- Conceive and develop efficient and intuitive marketing strategies
- Organize and oversee advertising/communication campaigns (social media, TV etc.), exhibitions and promotional events
- Conduct market research and analysis to evaluate trends, brand awareness and competition ventures
- Initiate and control surveys to assess customer requirements and dedication
- Write copy for diverse marketing distributions (brochures, press releases, website material etc.)
- Maintain relationships with media vendors and publishers to ensure collaboration in promotional activities
- Monitor progress of campaigns using various metrics and submit reports of performance
- Collaborate with managers in preparing budgets and monitoring expenses

SALES EXECUTIVE OF EXPORT OF CARDAMOM

- Conduct 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
- Prepare and deliver appropriate presentations on products and services
- Create frequent reviews and reports with sales and financial data
- Ensure the availability of stock for sales and demonstrations
- Participate on behalf of the company in exhibitions or conferences
- Negotiate/close deals and handle complaints or objections
- Collaborate with team members to achieve better results
- Gather feedback from customers or prospects and share with internal teams

DECLARATION

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

Dubai, UAE

Arif Muhammed P. H