



Mohasin Azeez Sait

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PROFESSIONAL SUMMARY

Efficient & effective sales professional with excellent accounting skills and 17 years of experience. Highly motivated, confident with effective customer engagement skills. Successful at improving sales procedures to streamline and strengthen processes. Hardworking, dedicated & committed to contribute towards organizational goals while enhancing personal growth and learning.

SKILLS & PROFICIENCIES

- Sales
- Accounting
- Marketing
- ERP: Tally
- Team Management
- MS Office
- Inventory Management
- Leadership
- Report Creation
- Goal focused
- Effective Communication
- Customer Service
- Strategic Planning
- Time Management

RELEVANT INFORMATION

- **Date of Birth :** 1st August 1984
- **Nationality :** Indian
- **Passport No :** P6436471
- **Passport Expiry :** 22/01/2027
- **Languages Known :** English, Malayalam & Hindi

WORK HISTORY

Sales Officer

Me n Moms Private Limited | Oct 2020 to Feb 2022

Continually enhancing the company sales.

Setting & ensuring sales targets are met by all sales team members.

Creating weekly, monthly & quarterly sales reports and analyzing them to create better sales strategies.

Effective interaction with potential & existing customers.

Regular updating of sales report and reporting to upper Management.

Ares Sales Manager- Sales & Marketing

G Fashion | April 2015 to Sep 2020

Managed key accounts and helped all sales teams in the area to constantly achieve set sales goals.

Conducting market research and evaluating competitors.

Monitoring sales team and their performance on regular basis.

Senior Sales Executive

Frank & Mates Baby Shop | Jan 2011 to Feb 2015

Provided prompt customer service.

Ensure sales target are met and positive engagement to get loyal repeat customers.

Sales Executive

Care N Comfort | July 2005 to Dec 2010

Creating daily sales report and maintaining them.

Raising invoices & follow up for pending payments.

Making daily accounting & sale reports.

Coordinate outgoing deliveries and the destination.

EDUCATIONAL BACKGROUND

Mahatma Gandhi University, Kerala (India)

BSc Zoology | 2005

Diploma in Computer Applications

ERP Package - Tally