



MUHAMMED THAHIYYA.P

📍 SHARJAH, UAE

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SUMMARY

Sales Executive with **8 years of experience** attending to customer needs and converting prospects to increase sales. Accomplished in emphasizing service features and benefits, preparing sales order forms and developing reports. Expert in overcoming objections from prospective customers to maximize sales opportunities. Proven skills in promoting products and boosting revenue by connecting with customers and effectively communicating sales recommendations. Well-organized, reliable and experienced in setting up displays, restocking shelves and supporting in-store customers with knowledgeable assistance. Enhance store loyalty with unparalleled support. Focused on maximizing business success by capitalizing on sales and service opportunities.

EXPERIENCE

SALES EXECUTIVE, 02/2015 - 06/2023

Puliyakuth Hardware shop, Pandikkad, India

RETAIL SALES ASSISTANT, 02/2014 - 01/2015

Puliyakkuth Hardware Shop, Panicked, India

- Helped customers find specific products, answered questions and offered product advice.
- Engaged customers in friendly, professional dialogue to determine needs.
- Answered incoming telephone calls to provide store, products and services information.
- Completed daily recovery tasks to keep areas clean and neat for maximum productivity.
- Collected payments and provided accurate change.
- Engaged positively with each customer, providing professional and polite support for sales and service needs.
- Stocked, replenished and organized inventory to keep store merchandise fresh.
- Helped customers by answering questions and locating merchandise.

JUNIOR SYSTEM ADMINISTRATOR, 08/2013 - 01/2014

IRC Technologies Pvt Ltd, Perinthalmanna, India

- Supervised upgrades to infrastructure and remedied problems that arose with end-user hardware and software.
- Multitasked effectively to complete bid specifications on time while managing Installation of new infrastructures.

JUNIOR WEB DESIGNER, 06/2012 - 07/2013

IRC Technologies Pvt Ltd , Perinthalmanna , India

- Developed web hosting account and oversaw maintenance tasks.
- Designed websites, portals and large-scale web applications for multiple clients.
- Created web models or prototypes using physical, interface, logical and data models.
- Developed models based on physical, logical and data-driven models.

**EDUCATION AND
TRAINING**

University of Kerala , Thiruvananthapuram, Kerala, India , 2011

Bachelor of Science: Computer Science

HSE , Kerala, India , 03/2008

Plus Two

GHSS School, Kerala Board , Pattikkad, Malappuram, Kerala, India , 03/2005

SSLC

**LANGUAGES
KNOWN**

- Malayalam : Speak, Read and Write
- English : Speak, Read and Write
- Hindi : Speak and Read
- Arabic : Read and Write
- Tamil : Speak

SKILLS

- MS Excel
- MS Word
- Sales Follow-Up
- Database Management
- Web Design
- Sales Team Leadership
- Billing Software

**INFORMATION
PERSONAL**

- Date of birth : 01/08/1990
- Passport No : L8266059
- Marital status : Married
- Nationality : Indian
- Whats App : +91 9605837102
- **Visa type : Visit Visa**

Declaration

I do hereby declare that the above mentioned details are true and correct to the Best of my knowledge, information and belief.

MUHAMMED THAHIYYA.P