

AHAMED ZAED.U.U

Sales Executive

☎ : +971564854745

✉ : ahmedzaedsayi@gmail.com



PERSONAL DETAILS

NATIONALITY : INDIAN

DOB : 07/04/1997

PASSPORT NO : R0537498

DRIVING LICENCE : YES

EDUCATION

B Com 2018

KEY SKILLS

- SELF-MOTIVATED
- TARGET DRIVEN
- INFLUENCING SKILL
- POSITIVE BEHAVIOUR
- SELF DRIVER

Profile:

A customer focused and articulate Individual who possesses a friendly and personable approach along with strong time management skills and the ability to listen carefully to client requirements. He has the entrepreneurial spirit required to work in highly flexible, rapidly changing ambiguous work environments.

Career:

► DAT International General Trading LLC, Dubai

SALES EXECUTIVE

2020 - PRESENT

Responsible for developing a portfolio of accounts through new business development. Also in charge of for looking for bringing opportunities and managing full negotiation and close process with clients from start through to finish.

Duties:

- Developing & maintaining successful business relationships with all prospects
- Managing the sales process for new prospects, from initial contact through to closure.
- Reporting business trends and area performance to the National Sales Manager
- Dealing with customer enquiries face to face, over the phone or via email
- Superior time management skill and strong attention to detail.
- Collecting Cheques and taking orders over UAE.
- Contacting prospective customers and discussing their requirements
- Achieving all revenue targets & objectives in line with the Area Business Plan
- Working closely with the marketing team to produce any sales collateral required for the target market.
- Planning and organizing the day to ensure all opportunities are maximized
- Developing a full understanding of the business marketplace.

INTEREST

- Travelling
- Listening Music

LANGUAGES

- English
- Hindi
- Malayalam

References :

Will be provided upon request

BARON COLLEGE AND IT, KERALA

OFFICE ADMINISTRATOR

2019 - 2020

Dealt with educational overall activities and promotions. It's common to work your way up from an entry-level role via promotions and secondments between departments. Jobs in schools are advertised directly by schools and on local authority job sites. All these sites will break available jobs into categories, such as finance, marketing and HR.

Duties :

- Manage teaching staffs
- Develops and coordinates educational programs
- Collecting fees and preparing curriculum details
- Marketing course importance and
- Handling queries and compliments

Professional Qualifications:

- Professional Diploma in Computerized Instrumentation
(August 2015 – July 2016)
- Certification in TALLY ERP 9 – 6 Months
(July 2018 – December 2018)

Declaration

I solemnly affirm that the above information is true to the best of my knowledge and belief.

AHAMED ZAED U U