



MOHAMED HARSHAD

SALES EXECUTIVE

CONTACT INFO

+971 56 6454413
harshad4n@gmail.com
Dubai, UAE
linkedin.com/in/harshad4n

PERSONAL INFO

DOB : 19 Sep 1992
Gender : Male
Marital Status : Married
Nationality : Indian
Passport No : L 2366035
Passport Exp : 25/06/2023
Visa Type : Job Visa
UAE driving Licence (Automatic)
Languages : English, Hindi, Tamil
& Malayalam

PROFILE

I'm an approachable, motivated and confident Sales Executive with the ability to excel sales targets and make a real difference in the organisation's revenue generation. I have expert knowledge of the selling process and I fully recognise the human and emotional aspects of buying and selling. I possess strong social skills that enable me to be a strong relationship builder with clients, colleagues and third-party stakeholders.

EXPERIENCE

2019- Current / SALES EXECUTIVE

Jaleel traders LLC, Dubai

Main duties performed

- Meeting and greeting customers and making them feel welcome
- Devising and implementing the organisation's sales strategies
- Finding new channels for selling and distribution of products
- Building relationships with new customers and distributors
- Demonstrating products to customers
- Maintaining good business relationships with existing clients
- Liaising with suppliers and manufacturers on a daily basis
- Deal with customer feedback, enquiries, complaints and refunds
- Mainly deals with Government, School, Collages, Universities, Corporate companies, Farms and Fresh produce

2018-2019 / SALES AND SERVICE SUPERVISOR

NRNO Auto Repairing Garage, Dubai

Main duties performed

- Understand customer needs and offer solutions and support.
- Organize and coordinate sales representatives schedules.
- Supervise sales representatives and assistants
- Answer potential customer questions and follow-up call questions
- Supervise the general activities of the Sales Team or particular section of it, as directed

2016-2017 / CASHIER

LuLu Group International, Kuwait

Main duties performed

- Provides a positive customer experience with fair, friendly and courteous service.
- Registers sales on a cash register by scanning items, itemizing and totaling customers' purchases.
- Resolves customer issues and answers questions.
- Processes return transactions.

SOFTWARE SKILLS

Knowing Microsoft xl word Microsoft NAV

EDUCATION

B.A. (Hons) Public Administration (Pursuing)

Diploma in Computer Accounting (Tally)

Diploma in Computer Networking

HIGHLIGHTS

- We'll know Dubai roads
- Handling fmcg customers Like government entities, Corporate, schools, colleges
- Good customer base
- Self –motivated, hardworking and good team player.
- Communicative & negotiating.
- Comprehensive problem solving abilities.

REFERENCES

Sadaf

Sales manager – Jaleel Traders LLC

M : +971 55 472 6003

Nahala

HR – Jaleel Traders LLC

M : +971 55 823 7810

DECLARATION

I hereby solemnly declare that the above furnished details are correct to the best of my knowledge.

Mohamed Harshad