



MUHAMMED AJMAL KK

SALES EXECUTIVE

CONTACT

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📍 Doha, Qatar

- QID : 29535622192
- Nationality : INDIA
- Driving License : YES

EDUCATION

- Diploma - Draughtsman Civil, Industrial Training Institute, 2017
- AutoCAD 3DS Max, Revit, Photoshop, CADD CAMPUS - Autodesk Authorized Training Centre, 2018
- Higher Secondary Education, Kerala HSE Board, 2014

SKILLS

- Exceptional customer service and interpersonal skills.
- Effective communication skills and the ability to build rapport with customers.
- Sales-oriented mindset with a goal-driven approach to achieving sales targets.
- Basic math skills for processing transactions accurately.
- Attention to detail and organizational skills.

LANGUAGES

- English - Advanced
- Hindi - Advanced
- Arabic - Basic
- Malayalam - Native

Experienced Sales Associate with a proven history of consistently exceeding sales targets and delivering top-notch customer service. Proficient in product knowledge and adept at understanding and meeting customer needs with tailored solutions. Detail-oriented and highly organized, committed to maintaining a positive shopping environment and making significant contributions to the success of the sales team. Actively seeking opportunities to leverage my sales expertise and customer-focused approach to drive revenue growth and elevate customer satisfaction.

EXPERIENCE

Sales Executive

Frame Point Trading.W.L.L,Qatar. December 2018 - present

- Cultivating solid relationships with major customers to ensure a continuous flow of sales revenue.
- Identifying promising prospects through cold-calling, networking, and customer referrals.
- Ensuring that all sales administration and customer service activities run smoothly.
- Providing overall guidance to newly-recruited Sales Representatives.
- Maintaining accurate records of the total number of sales made, potential and existing customers, as well as sales employee performance evaluations.
- Assisting newly-recruited or less experienced Sales Representatives in answering technical questions posed by customers.
- Analyzing sales metrics to determine whether current sales strategies are effective.
- Conducting in-depth research on competitors' products, pricing, and market success to gain insight into customer preferences and interests.

Sales Assosiate

Image Mobiles, July 2017 - November 2018

- Assisting customers with requests in store and on the phone.
- Greeting customers in a friendly and polite manner.
- Demonstrating knowledge of products and services to customers.
- Educating customers about current promotions and advertisements.
- Ring up customers at the cash register, take payments, and issue receipts.
- Contributing to team's daily sales goals.