



Aslam muhammed aslam

sales representative
at Barqia Ooredoo

Location: Doha, Qatar
Education : Bachelor's degree, computer science
Experience: 10 Years, 2 Months

CONTACT

Location: Doha, Qatar
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LAST CV UPDATE: 2024-04-14

REF.: CV30335659

TARGET JOB

Target Job Title: sales representative ,sales executive

Career Level: Mid Career

Target Job Location: Qatar

Employment Type: Full Time Employee; Internship; Contractor; Temporary Employee; Part Time Employee; Freelancer; Volunteer; Commission

Target Monthly Salary: QAR 5,000 (≈ USD 1,350)

Notice Period: Immediately

PERSONAL INFORMATION

Date of Birth 1 January 1989 (Age: 35)

Gender Male

Nationality India

Residence Country Doha, Qatar

Visa Status Residency Visa (Transferable)

Name in Arabic أسلم

Marital Status Married

Number of Dependents

Driving Licence Issued From Qatar

EXPERIENCE (10 YEARS, 2 MONTHS)

November 2021 - December 2023

sales representative

at Barqia Ooredoo

Location: Doha, Qatar

Company Industry: Marketing

Job Role: Sales

1. **Client Acquisition**: Identifying and acquiring new clients for bulk SMS services.
2. **Lead Generation**: Generating leads through various channels such as cold calling, email campaigns, networking, and referrals.
3. **Client Meetings**: Conducting meetings and presentations to demonstrate the benefits of bulk SMS marketing to potential clients.
4. **Customized Solutions**: Understanding clients' needs and offering customized bulk SMS solutions to meet their requirements.
5. **Sales Targets**: Achieving or exceeding sales targets and quotas set by the company.
6. **Product Knowledge**: Maintaining a thorough understanding of the company's bulk SMS products, features, and pricing.
7. **Relationship Building**: Establishing and nurturing long-term relationships with clients to ensure client retention and satisfaction.
8. **Market Research**: Keeping abreast of industry trends, competitor activities, and market conditions to adjust sales strategies accordingly.
9. **Proposal Preparation**: Creating and presenting proposals to clients outlining the benefits and costs of bulk SMS campaigns.
10. **Negotiation and Closing Deals**: Negotiating terms and contracts with clients and closing sales deals.
11. **Post-Sales Support**: Providing post-sales support to clients, including addressing any issues or concerns they may have.
12. **Feedback Collection**: Gathering feedback from clients to improve services and offerings.
13. **Collaboration**: Working closely with the marketing and technical teams to ensure seamless delivery of services to clients

March 2016 - November 2019

outdoor sales representative

at Vodafone - Qatar

Location: Doha, Qatar

Company Industry: Telecommunications

Job Role: Sales

1. **Prospecting and Lead Generation**: Identifying and reaching out to potential customers through cold calling, networking, and referrals.
2. **Client Visits**: Conducting face-to-face meetings with clients to present products/services and negotiate deals.
3. **Sales Presentations**: Creating and delivering compelling sales presentations to prospective clients.
4. **Product Knowledge**: Maintaining in-depth knowledge of company products/services and industry trends.
5. **Sales Targets**: Achieving or exceeding sales targets and quotas within assigned territory.
6. **Relationship Building**: Establishing and maintaining strong relationships with clients to ensure customer satisfaction and loyalty.
7. **Follow-up**: Following up on leads, inquiries, and quotations to convert them into sales.
8. **Market Research**: Gathering market intelligence on competitor activities and industry trends.
9. **Customer Service**: Providing excellent customer service and addressing customer concerns or complaints.
10. **Travel**: Traveling within the assigned territory to meet clients

February 2013 - March 2016

territory sales executive

at FAWAZ ALHOKAIR GROUP

Location: Riyadh, Saudi Arabia

Company Industry: Retail & Wholesale

Job Role: Sales

1. **Sales Target Achievement**: Meeting or exceeding sales targets for the assigned territory.
2. **Customer Relationship Management**: Building and maintaining strong relationships with existing and potential customers.
3. **Territory Planning**: Developing and executing a strategic plan for the territory to maximize sales growth.
4. **Market Analysis**: Conducting market research to identify new opportunities and trends in the industry.
5. **Product Promotion**: Presenting and promoting the brand's products to retailers and wholesalers.
6. **Order Management**: Handling order processing, ensuring timely deliveries, and managing inventory levels.
7. **Training and Support**: Providing training and support to retailers on product features and benefits.

8. ****Competitor Analysis****: Monitoring competitor activities and strategies within the territory.
9. ****Feedback Collection****: Gathering feedback from customers and retailers to improve products and services.
10. ****Reporting****: Preparing and submitting regular sales reports, forecasts, and market analysis to management

Extra years of experience not listed above: 1 Years, 2 Months

EDUCATION

Bachelor's degree, computer science
at Mahatma Gandhi University (kottayam)

Location: Kerala, India
March 2012
Grade: 1 out of 4

SPECIALTIES

Hardware
POS
Computer Sales
Marketing
Telecommunications

SKILLS

excel
Level: (Intermediate)

communication
Level: (Expert)

teamwork
Level: (Expert)

LANGUAGES

Arabic
Level: (Intermediate) | **Experience:** More than 10 years

Malayalam
Level: (Native) | **Experience:** More than 10 years

English
Level: (Expert) | **Experience:** More than 10 years

Tamil
Level: (Native) | **Experience:** More than 10 years

Hindi
Level: (Native) | **Experience:** More than 10 years

TRAINING AND CERTIFICATIONS

sales training (Training)

Training Institute: vodafone Qatar

Duration: 0 hours

HOBBIES AND INTERESTS

cricket, traveling