



BISIRIYU MOJEED OLA

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Doha, Qatar

Sales Executive

With Qatar Driving license

Professional Profile

Dynamic and results-driven Sales Executive with over 5 years of experience in driving sales growth, managing client relationships, and leading high-performing sales teams. Proven track record of achieving and exceeding sales targets, developing strategic sales plans, and delivering outstanding customer service.

Core Skills

- Customer Relationship Management (CRM)
- Market Analysis & Research
- Sales Team Leadership
- Negotiation & Closing Skills
- New Business Development
- Product Knowledge
- Communication & Interpersonal Skills

Professional Experience

Mega World Trading Services L.L.C Qatar 2023 till date

Post: Sales Executive

Duties and responsibilities:

- Achieved 70% increase in sales revenue over 6 month period.
- Developed and implemented sales strategies that resulted in multiple sales output.
- Managed a portfolio of [number] key accounts, ensuring customer satisfaction and retention.
- Led a team of [number] sales representatives, providing training and support to enhance performance.
- Conducted market research to identify new business opportunities and target markets.
- Utilized CRM software to track sales activities, customer interactions, and sales performance metrics.
- Prepared and delivered sales presentations to potential clients, highlighting product benefits and features.

Hyper mart Trading and Supermarket W.L.L Abu Dabi 2018 to 2023

Post: Sales Representative

Duties and responsibilities:

- Consistently met or exceeded sales targets, contributing to overall team success.
- Built and maintained strong relationships with customers, resulting in high customer loyalty.
- Conducted product demonstrations and provided detailed product information to potential customers.
- Collaborated with the marketing team to develop promotional materials and sales campaigns.
- Participated in trade shows and industry events to network and generate leads.

Professional Development/ Training and courses

I have attended several seminars and conferences which include

- Sales Metrics and Performance Analysis a day seminar
- Ethical Selling and Compliance Training

Education

- B.SC in Business Administration- Federal University of Agriculture, Abeokuta. 2015
- Senior Secondary School Certificate Abeson Senior High School, Gowon Estate, Ipaja, Lagos, Nigeria 2008

LANGUAGE: Arabic and English

REFERENCE

Available on request.