



MOHAMMED ARFAT SHAIKH

Outdoor SALES EXECUTIVE

About Me

Motivated and detail-oriented sales professional with Seven years of supervisory experience seeking a management position. Seeking an opportunity to apply my advanced knowledge of sales and customer service and my experience with team-building and staff development.

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 arfatshaikh7777@gmail.co

 Doha, Qatar.

 Qatar Driving licence Holder

Expertise

- Management Skills.
- Creativity.
- Digital Marketing.
- Negotiation
- Critical Thinking.
- Leadership.
- Fast learner.
- Problem Solving.

Skills

- Microsoft Word.
- Microsoft PowerPoint.
- Microsoft Excel.
- Social Media Marketing.
- Photography.
- Basics of Digital
- Marketing.
- Fitness trainer.

Experience

Outdoor Sales Executive

Al-Watan Aluminum & Glass W.L.L, Doha, Qatar.

May 2021 to May 2024

Responsibilities

1. Prospecting and Lead Generation: Identifying potential customers and generating leads through various channels such as cold calling, networking, referrals, and digital marketing efforts.
2. Sales Presentations and Demonstrations: Conducting product presentations and demonstrations to showcase the features, benefits, and applications of Out sales Glass Company's products. This could involve creating visually engaging materials and effectively communicating the value proposition to prospects.
3. Relationship Building Cultivating strong relationships with customers to foster long-term loyalty and repeat business. This involves providing exceptional customer service, addressing concerns promptly, and going above and beyond to meet client expectations.
4. Market Research and Analysis Staying informed about industry trends, competitor activities, and market dynamics to identify new opportunities and adjust sales strategies accordingly. This could involve gathering customer feedback, analyzing sales data, and monitoring industry publications.
5. Sales Reporting and Forecasting: Tracking sales performance metrics, such as revenue, conversion rates, and pipeline activity, and providing regular reports to management. This helps in assessing progress towards sales targets, identifying areas for improvement, and making data-driven decisions.
6. Collaboration with Cross-Functional Teams Collaborating with other departments such as marketing, product development, and customer service to align sales efforts with overall business objectives. This could involve providing input on marketing campaigns, sharing customer feedback, and coordinating product launches.

Education

- **Bachelor's Of Commerce- March.2019**
Mumbai university.
MOI Verified

Language

- English
- Hindi
- Marathi
- Arabic
- Urdu

Senior Sales consultant

MODI Hyundai, Mumbai, India.
Jan 2020 to Mar 2021

- 1.Performing walk-around with the new and old customers and demonstrating the features of suitable vehicles.
- 2.Ensuring that the customers understand the vehicle's operating features, paperwork, and warranty.
- 3.Establishing and maintaining follow-up system, which encourages repeat business cum referrals.
- 4.Reporting to the sales manager regarding reviews, analyses, objectives, and planned activities.
- 5.Participating in sales meetings and training provided by the dealership and manufacturers.

Sales Executive

REGEND HONDA PVT LTD INDIA. THANE

Feb 2017 to Dec 2019

- 1.Increased revenue by implementing effective sales strategies in sales cycle process from prospecting leads through close.
- 2.Analyzed past sales data and team performance to develop realistic sales goals.
- 3.Held meetings with director to identify techniques to overcome sales obstacles.
- 4.Presented products to clients using dynamic presentations and practical use-case scenarios.
- 5.Coached sales associates in product specifications, sales incentives and selling techniques, significantly increasing customer satisfaction ratings.
- 6.Executed local, regional, and national marketing and branding initiatives to drive sales within existing and prospective accounts.
- 7.Exceeded sales goals by implementing aggressive sales programs, overhauling processes, and facilitating market development.
- 8.Maintained detailed records of sales progress, inventories, and marketing success to better align goals with company priorities.

ARFAT MUNSAF SHAIKH