



SALMAN M P

SALES & MARKETING

Address

Doha, Qatar

CONTACT



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KEY SKILLS

- Account management
- Client engagement
- Cold calling
- Lead qualification
- Product knowledge
- Revenue generation
- Strategic selling
- Market analysis
- Relationship Building
- Upselling

LANGUAGES KNOWN

English	<div><div></div></div>
Arabic	<div><div></div></div>
Hindi	<div><div></div></div>
Tamil	<div><div></div></div>
Malayalam	<div><div></div></div>

INTEREST



PROFILE

Sales executives have experience of identifying and developing relationships with key decision makers, building trust, and closing deals. Key achievement: created and implemented a sales technique that expanded the number of new clients by 80% in the first year of implementation.



WORK HISTORY

SALES AND MARKETING EXECUTIVE Jan 2022 to Sept 2024

Saud Abdulaziz Almelhem Est, Riyadh, Saudi Arabia

- Accomplishes marketing and sales staff objectives by recruiting, selecting, training, and coaching employees.
- Communicates job expectations by planning, monitoring, and reviewing job contributions.
- Achieves marketing and sales operational objectives by contributing marketing and sales information.
- Prepares and completes marketing action plan.
- Meets marketing and sales financial objectives by forecasting requirements and preparing annual budgets.
- Determines annual and gross-profit plans by forecasting and developing annual sales quotas for regions.
- Accomplishes marketing and sales objectives by planning, developing, implementing, and evaluating advertisements.
- Identifies marketing opportunities by understanding consumer requirements.
- Improves product marketability and profitability by researching, identifying, and capitalizing on market opportunities.
- Sustains rapport with key accounts by making periodic visits.
- Provides information by collecting, analysing, and summarizing data and trends.

SALES EXECUTIVE Apr 2021 to Jan 2022

Bussan Auto Finance, Kerala, India

- Conduct market research to identify selling possibilities and evaluate customer needs.
- Actively seek out new sales opportunities through cold calling, networking, and social media.
- Set up meetings with potential clients and listen to their wishes and concerns.
- Prepare and deliver appropriate presentations on products and services.
- Create frequent reviews and reports with sales and financial data.
- Ensure the availability of stock for sales and demonstrations.
- Participate on behalf of the company in exhibitions or conferences.
- Negotiate/close deals and handle complaints or objections.
- Collaborate with team members to achieve better results.
- Gather feedback from customers or prospects and share with internal teams.

Maruthi Suzuki Indus Motors, Kerala, India

- Develop and implement proven growth strategies to continually drive sales and effectively improve and track marketing efforts in a very-weak economy.
- Perform POS transactions and execute management functions.
- Developing and sustaining long-lasting relationships with customers.
- Screening, recruiting, and training sales employees.
- Calling potential customers to explain company products and encourage purchases.
- Answering customers' questions and escalating complex issues to the relevant departments as needed.
- Maintaining an accurate record of all sales, scheduled customer appointments, and customer complaints.
- Collaborating with the marketing department to ensure that the company is reaching its target audience.
- Informing product developers of possible product improvements and changes to ensure that company products meet current market needs.
- Preparing cost-benefit analyses for prospective and existing customers to determine the most suitable purchase options.
- Analysing competitors' products to determine product features, benefits, shortfalls, and market success.

**EDUCATION**

- **Bachelor of Business Administration** March - 2017
University of Mysore
- **Higher Secondary Education** March - 2014
Board of Kerala
- **High School Education** March - 2012
Board of Kerala

**PERSONAL STRENGTHS**

- **COMMUNICATION** - Interpersonal skills – verbal, problem solving and listening skills in any administrative role.
- **SERVICE** - Having a client focussed approach Skills include Patience, Attentiveness, and a positive language.
- **ORGANIZATION** - Helping others, organizing a to-do list. Prioritizing tasks by the deadline for improving time – management.
- **MANAGEMENT** – Management skills to direct others and review others performance.

**DECLARATION**

I hereby declare that the contents of my resume are accurate to the best of my knowledge and verify their authenticity.

SALMAN M P