
YAHIYA SHAIKH

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Doha

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Professional Summary: Dedicated and results-driven Sales Executive with 2+ years of experience in identifying opportunities for accelerated revenue growth. Proven track record of surpassing sales targets in competitive markets. Expertise in building and maintaining client relationships, negotiating contracts, and developing innovative sales strategies to achieve sustainable business development goals.

Key Skills:

- Strategic Sales Planning & Execution.
 - Client Relationship Management
 - New Business Development
 - Market Analysis & Competitive Intelligence
 - Team Leadership & Mentoring
 - Contract Negotiation & Closing
 - Team Collaboration
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Professional Experience:

Sales Executive *PRISTINE Automotive India PVT Ltd | Navelim South Goa* JUNE 2023 – JUNE 2024

- Spearheaded sales initiatives resulting increase in revenue.
- Developed and executed strategic sales plans to penetrate new markets, achieving annual sales targets consistently.
- Negotiated contracts with key clients, resulting in multi-year partnerships and significant revenue streams.
- Mentored and trained a team of 2 sales representatives, enhancing their sales techniques and overall performance.
- Working effectively with the sales team, finance team, and service department.
- Strong verbal and written communication skills for both customer interaction and reporting.

Sales Representative *RAAHI Enterprises India | Margao South Goa (Part time) December 2021 – February 2023*

- Assisted customers in selecting stationery items, school bags, and related products based on their needs and preferences.
- Provided product information, including features and benefits, to assist customers in making purchasing decisions.
- Maintained a tidy and organized sales floor, ensuring products were properly stocked and displayed attractively.
- Handled transactions accurately using POS systems and processed payments via cash, credit cards, and electronic payments.
- Resolved customer complaints and concerns in a professional and courteous manner, ensuring customer satisfaction.
- Collaborated with team members to achieve sales goals and contribute to the overall success of the store.

Administration *Best in Auto Spares Trading LLC–UAE (Back Office - INDIA) (Part time) March 2023 – June 2023*

- Assisted in project coordination and management tasks as needed.
- Conducted internet research and compiled information for various projects.
- Handled invoicing, billing using Microsoft Excel .
- Raised concerns and maintained organizational systems to improve efficiency.
- Maintained organized filing systems, both electronic and physical, for easy retrieval of information

Education:

Parvatibai Chowgule College of Arts , Science.
B.VOC(Software Development) • Goa

Jawaharlal Nehru Higher Secondary School
HSSC • Goa

Ravindra Kelekar Dnyanmandir
SSC • Goa.

Optional Personal Information:

- Date of Birth : 08 September 2003
- Nationality : Indian
- Languages : English , Hindi , Konkani.
- Passport No : U6020477
- Visa Status : Resident
- Valid Qatari Driving License(Light Vehicle)

Certifications:

- Certified Sales Executive (RENAULT ,L1 ,L2,L3.)

Hobbies

- Driving , Photography , Travelling.

Professional Affiliations:

- Ashwin G Pereira
Businessman
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References: Available upon request.