

MOHAMED RIZATH

Sales Executive

Phone: +974 55175561 / +974 30553992 E-mail: farzathklm@gmail.com

Dear Hiring Manager,

I am writing to express my interest in the Sales Executive position at your company. As an accomplished Sales Executive with over 9 years of experience, I am confident that I possess the skills and expertise necessary to excel in this role and make valuable contributions to your team.

Throughout my career, I have consistently achieved and exceeded sales targets, developed strong relationships with key customers, and successfully identified and pursued new business opportunities. My exceptional customer service skills, effective communication, and strategic thinking have allowed me to consistently drive revenue growth and build a strong reputation in the industry.

In my previous roles as a Sales Executive, I have developed and delivered effective sales presentations and proposals, negotiated contracts, and closed deals. Additionally, I am skilled in managing a sales team, providing training and coaching to ensure team members are equipped with the knowledge and tools needed to succeed. I am adept at analyzing market trends and competitor activity to inform business strategies and identify areas for growth.

I am also experienced in maintaining accurate records of sales activity, customer interactions, and other relevant information using a CRM or other tools. I stay up to date on industry trends, competitors, and other factors that may impact sales and collaborate with colleagues in marketing, product development, and other departments to ensure effective promotion and sales of products.

I am confident that my industry skills, including sales and negotiation skills, communication and interpersonal skills, relationship building and management, strategic thinking and problem-solving abilities, product knowledge and industry expertise, customer service orientation, time management and organizational skills, analytical and data-driven mindset, leadership and team management abilities, resilience and adaptability in a fast-paced, dynamic environment, and goal-oriented mindset and ability to work independently, make me an ideal candidate for this position.

As I am seeking an opportunity that will enable me to use my training and hands-on technical exposure and experience within Sales supervisor & Sales executive and I have over 10 years of total experience (7 years in Qatar & KSA), I believe I will definitely be a useful asset to your organization. My visa status is transferable with NOC.

Further, as you will note on the enclosed CV, the breadth of my expertise covers a wide area of responsibilities, providing me with insights into the total operations. I am available to meet you to discuss my qualifications at a time convenient to you. I can be reached at +974-70174265.

I would also like to thank you in advance for your time taken to consider my application. I look forward to hearing from you.

Sincerely,
Mohamed Rizath

EDUCATION

(KM/MALHARUS SHAMS NATIONAL COLLEGE

Undergraduate

General certificate education of advanced level in 2007
having Sri Lanka syllabus

MILLENNIUMHIGHER NATIONAL CERTIFICATEINSTITUTE
GRAMMAR AND SPOKEN ENGLISH
KALMUNAI – 2008

CYBERLINK COMPUER SYSTEMS

Higher National Certificate

CERTIFICATE IN MICROSOFT APPLICATIONS
KALMUNAI – 2009

WORK EXPERIENCE

VODAFONE QATAR - SALES EXECUTIVE

Aug 2019-Present

- After Sales Service
- Wifi promoting and Installation
- Analyzing sales figures and forecasting future sales volumes.

BROUQ FOOD TRADING COMPANY, DOHA (QATAR)

SALES EXECUTIVE

Apr 2018-Jun 2019

- Organizing the effective and efficient utilization of store space working closely with the management and marketing team to increase sales.
- Recommending brand, price point and buying depth strategies.
- Working with the VM Manager & sales teams to achieve commercial goals.
- Involved in rearranging, remerchandising & replenishing new stock as it arrives.
- Analyzing sales figures and forecasting future sales volumes.

MOHAMED RIZATH

SALES EXECUTIVE

PROFILE

Use sales experience, positive interaction, and team handling abilities to generate optimal operations results and achieve ever-increasing customer satisfaction and sales figures. I am looking for an opportunity to join a dynamic, ambitious and growing company to forge a career as a first class customer service, sales & marketing professional.

CONTACT

PHONE:

+974 55175561 / +974 30553992

EMAIL:

Farzathklm@gmail.com

ADDRESS :-

Doha – Qatar

Languages :

- English
- Arabic
- Hindi
- Malayalam
- Tamil
- Sinhala

DRIVING LICENSE

Driving license category

LIGHT VEHICLE QATAR

PERSONAL DETAILS

Date of birth : 06th May 1988

Nationality : SRI LANKAN

Visa status : TRANSFERABLE

Marital status: MARRIED

ARABIAN SUPPLIES W.LL DOHA (QATAR)

SALES EXECUTIVE

Nov 2014-Mar 2018

- Mainly responsible for the representation of the products, shop floor by maintaining high standards of visual proposition through use of new lines to continuously update and re-freshen the look of the store. Duties.
- Organizing the effective and efficient utilization of store space.
- Working closely with the management and marketing team to increase sales.
- Recommending brand, price point and buying depth strategies.
- Working with the VM Manager & sales teams to achieve commercial goals.
- Involved in rearranging, remerchandising & replenishing new stock as it arrives.
- Analyzing sales figures and forecasting future sales volumes