

RESUME



MOHAMMED IDREES AHMED

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CAREER OBJECTIVE

- To leverage exceptional sales and negotiation skills to drive revenue growth and exceed organizational sales targets.
- To build and nurture strong client relationships, ensuring high levels of customer satisfaction and retention.
- To contribute to the company's market share expansion through innovative sales strategies and solutions.
- To achieve professional growth by continuously developing skills in sales techniques, market analysis, and leadership.
- To be a results-oriented sales executive who drives team performance and aligns sales objectives with company goals.

EDUCATIONS DETAILS

- BACHELORS OF DEGREES IN SALES & MARKETING
- COMPLETED SIX MONTHS COMPUTER COURSE IN,DCA AND PGDCA
- CERTIFIED IN NISM (NATIONAL INSTITUTE OF SECURITIES MARKET

WORK EXPERIENCE (NAFFCO QATAR FACTORY 2023-DECEMBER)

- Developed and executed strategic sales plans to achieve and exceed revenue targets.
- Built and maintained strong client relationships by providing tailored solutions and exceptional customer service.
- Demonstrated strong negotiation skills, securing contracts under favourable terms.

- Analysed market trends and competitor activities to adapt strategies and gain a competitive edge.
- Collaborated with cross-functional teams to ensure seamless service delivery and client satisfaction.

JOB PROFILE

- Identify and acquire new clients by prospecting, cold calling, and networking.
- Develop and maintain strong client relationships to ensure long-term business growth.
- Present, promote, and sell products/services using strong persuasive techniques.
- Strong communication and interpersonal skills to build rapport with clients.
- Proficient in CRM tools for managing pipelines and client data.

SKILLS

- Excellent verbal and written communication to convey ideas effectively.
- Proven ability to meet and exceed sales targets through strategic planning.
- Ability to build and maintain long-term client relationships for repeat business.
- Data-driven decision-making skills to optimize sales strategies.
- Mentorship abilities to guide junior team members and share best practices.

STRENGTH AND HOBBIES

- Strong Interpersonal Skills: Ability to build rapport and establish trust with clients and colleagues.
- Excellent Communication: Proficient in articulating ideas and handling negotiations effectively.
- Target-Oriented: Focused on achieving and exceeding sales goals consistently.
- Resilience: Thrives under pressure and remains motivated in challenging situations.
- Problem-Solving Ability: Quickly identifies client needs and provides tailored solutions.

COMPUTER KNOWLEDGE

- MAIL HANDLING
- TALLEY ERP 9 WITH GST
- ORACLE SOFTWARE
- CRM SOFTWARE
- MS-OFFICE, EXCEL, WORD

PERSONAL DETAILS

- DOB : 12TH MAY 2000
- GENDER : MALE
- RELIGION : MUSLIM
- MARTIAL STATUS : SINGLE
- NATIONALITY : INDIAN
- LANGUAGE KNOWN : ENGLISH,HINDI,URDU,KANNADA.
- PASSPORT NUMBER : V1764378

DECLARATION

I Here by declare that the information contained herein is true and correct to the best of my knowledge and belief.

Sincerely Yous,

A square image showing a handwritten signature in blue ink. The signature is stylized and appears to read 'Mohammed Idrees Ahmed'.

Mohammed Idrees Ahmed,