



MOHAMMED IMAM AZMI

PROJECT SALES EXECUTIVE

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Nationality – Sri Lankan

Visa Type- Employment (transferable with NOC)

Driving licenses- Qatar, Sri Lanka

Career Objective

To leverage my extensive experience in sales leadership across diverse industries, coupled with my multi-language capabilities and adaptability, I aim to continue driving sales growth by leading high-performing teams, optimizing customer satisfaction, and staying ahead of industry trends. My goal is to expand into international markets, utilizing my skills in problem-solving, communication, and project management to secure profitable opportunities while maintaining a positive, result-driven attitude.

Retail sales professional having with over 15 years in leading companies and brands, having a passion for clothing and athletic equipment. Skilled in problem resolution, time, and asset management along with leadership qualities to guide and lead my team. Strong administrative and visual merchandising skills with keen attention to detail.

LANGUAGES

- English – Spoken & Written
- Sinhala - Spoken & Written
- Tamil - Spoken
- Hindi - Spoken

CORE COMPETENCIES

PROJECTS:

- Coordinating with clientele for quotations and RFQs
- Sample submission for projects.
- Site inspections and measurements for scope of work.
- Meeting with clients to address concerns
- Identifying required items as per site requirements
- Ensuring project completions and collections from clients.

SALE:

- Comprehensive knowledge of sales techniques and best business practices.
- Understanding and responding to customer concerns effectively ensuring customer satisfaction.
- Maintaining high visibility and energy levels on the shop floor.
- Extensive sales software and POS knowledge.
- Ability to convince customers to convert sales.
- Identifying customer pain points to address a sale.
- Staying updated with industry trends and customer needs.

Chauffeur:

- Luxury Vehicle Chauffer such as BMW, Rolls Royce Mercedes etc.
- Checked for timely maintenance of vehicles predelivery checkups
- Pickup and Dropped VIPs customers, Players, Singers and politicians of various countries at respective destinations.
- Ensured that the vehicle is in perfect condition before and after handing over.
- Friendly and professional outlook to the passengers.

WORK EXPERIENCE

- **Rankoussi Fabrics & Furniture Qatar** – Jun 2024 - present
Project Sales Executive
(Mattresses & Pillows manufacturer in Qatar, curtains and blinds, artwork, upholstery, manufacturing furniture, wallpaper and fabric, bed linen supply, fabric supply, and medical curtains)
- **Prestige Rent a Cars, Qatar** - Dec 2021 to May 2024
Trained professional Chauffer (BMW- Al Fardan Group)
- **Al Futtaim, UAE** - Jan 2018 to 2021 July
Team Leader in Stadium Sports Dubai a division
(Sports equipment and sportswear)

Work Summary

2024	Rankoussi Fabrics & Furniture Qatar <i>Project Sales Executive</i>
2021	Al Fardan-Prestige Rent a Cars <i>Professional Chauffeur</i>
2018	Al Futtaim <i>Team Leader</i>
2012	Landmark Group <i>Senior Sales Consultant</i>
2008	Kingston Technology <i>Sales Executive</i>

Key Skills

- Sales and Marketing
- Leadership and Team Management
- Self-motivated
- Microsoft Office (word, Excel, Outlook)
- Communication
- Time Management
- Analytical Thinking
- Creative Solutions
- Building Relationships
- Active Listening
- Quick Learning
- Continuous Improvement

- **Landmark Group Dubai, UAE-** May 2012 to August 2015
Senior Sales Consultant at Centre point
- **Kingston Technology- Sri Lanka-** May 2008- Jan 2012
Sales Executive
(Leader in storage technology such as pen drive, hard disk, disks)

KEY RESPONSIBILITIES

- Responding quickly and resourcefully to customer requests or concerns.
- Using suggestive selling techniques to increase sales.
- Informing customers about products specifications.
- Up selling and making recommendations to customers.
- Serving multiple customers in a short period of time.
- Carrying out re-merchandising, display, price markdowns duties.
- Accurately completing cash register transactions.
- Carefully reviewing and accurately completing tasks related to inventory management & sales documentation.
- Creating and maintaining long-term relationship with regular customers

ADMINISTRATION AND STORE

MANAGEMENT

- Taking care of the customers' needs while following company procedures.
- Occasionally opening and closing the store.
- Organizing the display of merchandise.
- Assisting customers with choices by providing them with information about products.
- Participating in physical inventory counts.
- Adhering to all store retail policies and procedures.

ACADEMIC QUALIFICATION

- Shashtrananda College, Dehiwala Sri Lanka
- Computer Hardware and Networking troubleshooting

KEY ACHIEVEMENTS AND AWARDS

- Most sought after chauffeur by customers due to professional and friendly attitude.
- Employee of the Month in: Lifestyle, Al Wahda Store in Abu Dhabi, UAE.
- Successfully completed in Customer Service & Product Knowledge Training Programs in Lifestyle, Dubai. (May 2012)
- Exceptional performer and achiever of targets on a continuous basis at Stadium Sports Dubai