

# Yahya Al-Attas

Senior Sales Associate

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## CAREER OBJECTIVE

Senior Sales Associate with 3 years of experience in sales and client relationship management. Proven track record of designing and implementing tailored solutions that address complex customer needs, leading to increased sales and customer satisfaction. Strong expertise in product demonstrations, proposal development, and strategic sales planning.

Exceptional communication and interpersonal skills, with the ability to bridge technical concepts and business requirements effectively. Experienced in mentoring junior team members and collaborating across departments to align product offerings with market demands. Committed to continuous learning and staying updated on industry trends to drive competitive advantage.

## PROFESSIONAL EXPERIENCE

Company: Coca Factory  
Designation: Sales Associate  
Duration: Jan 2022 - till date

## Roles and Responsibilities

- Engage with clients to assess their needs and provide tailored technical solutions that meet those requirements.
- Conduct product demonstrations and presentations to showcase technical capabilities and benefits to potential customers.
- Collaborate with customers to develop customized solutions that address specific challenges or requirements.
- Assist the sales team in preparing proposals, quotes, and technical documentation to support the sales process.
- Identify and pursue new business opportunities through networking, referrals, and industry events.
- Build and maintain strong relationships with clients to foster trust and encourage repeat business.
- Gather and analyze market intelligence, competitor offerings, and customer feedback to inform sales strategies.
- Work closely with engineering, product development, and marketing teams to communicate customer needs and contribute to product improvements.
- Provide training and technical support to customers post-sale to ensure successful implementation and satisfaction.

Company: B2C Solutions  
Designation: Sales  
Representative

### **Roles and Responsibilities:**

- Engage with customers to understand their needs and provide tailored solutions.
- Maintain a strong understanding of the products or services being offered, including features, benefits, and technical specifications.
- Identify and qualify potential leads through various methods, such as networking, cold calling, or attending industry events.
- Develop and maintain relationships with clients to foster trust and loyalty, ensuring repeat business.
- Meet or exceed sales targets and objectives as set by management, contributing to the overall sales strategy.
- Handle administrative duties such as updating CRM systems, managing sales reports, and processing orders.
- Work closely with other departments (e.g., marketing, customer service, and product development) to ensure a cohesive approach to sales.
- Stay updated on industry trends, competitors, and new products to maintain a competitive edge.

### **ACADEMIC BACKGROUND**

**Dr. D. Y. Patil Vidyapeeth, Pune**

Bachelor of Science (Computer Science), 2015 - 2018

### **PERSONAL QUALITIES**

- Ability to work individually as well as in group environment.
- Keen observer
- Good interpersonal
- Good Communication
- Customer Service

### **ACHIEVEMENT**

- Represented Maharashtra, Open State Tournament held in January 2009 in Jalna.

### **LANGUAGES**

- English
- Arabic
- Urdu
- Hindi

### **DECLARATION:**

I hereby declare that the information furnished above is true to the best of my knowledge.

**Yahya Mohsin Al Attas**