

ASLAM AHMED

Sales Executive

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Location: Doha, Qatar

Visa Status: Transferable Visa

## SUMMARY

Results-oriented Sales Executive with over 5 years of experience in driving sales and business growth across industries, including telecom, HVAC, and trading services. Expertise in building and maintaining strong client relationships, exceeding sales targets, and identifying new business opportunities. Skilled in negotiating contracts, delivering tailored solutions, and utilizing CRM tools to optimize sales performance and enhance customer satisfaction. Adept at collaborating with cross-functional teams to deliver exceptional service and contribute to organizational success.

## EDUCATION

### Diploma in Digital Marketing

Naresh Technologies, Hyderabad, India | 2018

### Bachelor of Arts in Journalism

University of Bangalore, Bangalore, India | 2015

## SKILLS

- Sales Strategy
- Lead Generation
- Business Development
- Client Acquisition
- Sales Forecasting
- Customer Relationship Management (CRM)
- Sales Pipeline Management
- Negotiation Skills
- Market Research
- Product Knowledge
- Sales Presentations
- Account Management
- Customer Retention
- Cross-Selling & Upselling
- Sales Reporting
- Time Management
- Communication Skills
- Team Collaboration

## TECHNICAL SKILLS

- Microsoft Excel
- Microsoft Word
- Microsoft PowerPoint

## LANGUAGES

- English
- Hindi
- Malayalam

## PROFESSIONAL EXPERIENCE

### Sales Executive

#### Aquasure Trading and Services WLL - A Seashore Division

Oct 2024 - Present

- Lead sales of HVAC filters, Lowara pumps, and MEP solutions, offering tailored recommendations to clients.
- Build and maintain relationships with contractors, consultants, and facility managers to drive business growth.
- Deliver technical presentations and demonstrations highlighting product performance and efficiency.
- Negotiate pricing, contracts, and service agreements to meet client needs and revenue goals.
- Provide post-sales support, troubleshooting, and technical assistance to ensure customer satisfaction.
- Analyze market trends and competitor offerings to identify new opportunities.

### Sales Executive

#### Aerofil Trading, Doha, Qatar | Dec 2023 - Sep 2024

- Managed HVAC filter supply operations, ensuring timely delivery and high levels of client satisfaction.
- Built and maintained strong, long-term relationships with clients, leading to repeat sales and business growth.
- Coordinated with suppliers and internal teams to ensure seamless order processing and inventory management.
- Conducted market research to identify potential clients and business opportunities.
- Delivered product presentations and proposals to clients, driving new sales and business development.

### Sales Executive

#### DU Telecom, Dubai, UAE | June 2019 - July 2023

- Delivered customized digital marketing solutions to enhance client engagement and business growth.
- Developed targeted marketing strategies in collaboration with clients to meet business objectives.
- Managed and optimized digital advertising campaigns across multiple platforms, increasing brand visibility.
- Analyzed campaign performance to provide actionable insights and maximize ROI.