

# ABDUL MAJEED MOHAMED ARFATH

Sales Executive

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## Profile

A passionate and results-oriented Sales executive specialize in understanding client needs and providing tailored solutions that drive value and long-term satisfactions. Adept at negotiating deals, handling objections, and Creating a seamless sales experience that turns prospects into loyal customers. A master in the art of up-selling and cross selling.

## Experience

### **SALES EXECUTIVE AND MERCHANDISER | ABANS PLC | FEB 2021 - JAN 2023**

- Achieved and Exceeded Sales Targets
- Developed and Managed Client Relationships
- Product Knowledge and Demonstrations
- Create appealing product displays.
- Optimize store layout for efficiency.
- Handling sales techniques such as up-selling ,cross selling, FOMO, Consultative selling .

### **SALES EXECUTIVE | BLUE MOON GEMS | MARCH 2023 – MAY 2024**

VERIFIED GEM DEALER OF SRI LANKA | Licence No: 202412DL28461|(National Gem&Jewellery Authority)

- Trading Gem stones and Jewellery
- Evaluating market value
- Identification of Gem stones such has SAPPHIRE , EMERALD , RUBY AND MORE
- Handling sales and negotiating deals.

## Education

### **AAT | ASSOCIAION OF ACCOUNTING TECHNICIAN'S ( PF ) | SRI LANKA**

### **(HILL COUNTRY) | HIGH SCHOOL**

Completed GCE ordinary level Examination.

## Skills & Abilities

- Accounting & Budgeting
- Proficient with POS systems
- Excellent interpersonal and communication skills
- Problem Solving

## Languages

- ENGLISH (Fluent)
- TAMIL (Native)
- SINHALA (Fluent)

## Activities and Interests

TRADING STOCKS ,CRYPTOS,GEMS | Being update with technologies | Passion for retail industry.