

M.MOHAMED GHOUSE



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Chennai - India



EDUCATION

Diploma in Mechanical Engineering passed With Distinction (79.4%) in year 1994



IT SKILLS

Well versed with MS-Office, Internet Applications, Sales Force and Google suites



PERSONAL DETAILS

Gender : Male

Religion : Muslim

Nationality : Indian

Marital Status : Married

Linguistic Abilities :

English, Arabic, Hindi & Tamil

SUMMARY

Well qualified and result-oriented professional with over 15 years of successful experience as a Senior Sales Associate in Fitness Equipment's. Top performer with track record of consistently meeting or exceeding sales goals and customer expectations. Skilled at educating customers on company products, services and recommending best options that meet their short-term and long-term needs.

SKILLS

Leader/Team player, Excellent Communication Skills: Verbal, Written, Interpersonal, Presentations, Rapport building, Retail Management and Conflict Resolution.

WORK EXPERIENCE

SUN AND SAND SPORTS (GMG GROUP) DOHA –QATAR

Senior Sales Associate Dec 2020 – Feb 2025.

Job Description

Providing customers with services catered to each customer while recommending solutions and products based on customer's specific needs in a retail center environment. Reviewing personal goals and sales performance with retail sales associates. Processing all methods of payments while enforcing and adhering to the cash policy. Responding to service, billing and sales related issues efficiently and effectively. Responsible for following up on customer issues with resolutions in a timely manner. Coach and motivate the team to exceed sales goals, retain customers, education team about new marketing campaigns and materials, enforce corporate policy and procedure compliance. Train new hires and facilitate for schedule teams training and development classes to ensure that the company, employees, and customers performance goals are obtainable. Prepare and reconcile all payments and reports. Verify Loomis pickup and deliveries. Check security equipment to ensure the safety of employees and customers.

Sports Corner (Doha – Qatar)

Sales Associate June 2016 - Nov 2020

SPORTS ONE - (LANDMARK GROUP- MADINAH - SAUDI ARABIA)

Sales Associate Jan 2015 - May 2016

ABSOLUTE FITNESS – Chennai, India

Sales cum Service Team Leader Jun 2007 – Feb 2014

ACME FITNESS – Chennai, India

Sales cum Service Engineer Mar 2000 – Apr 2007

CONCLUSION

Experienced in selling both Home and commercial cardio and strength building Fitness Equipment's. Knowledge of demonstrating leading international Fitness equipment's brands such as True Fitness, SportsArt, Body solid, BH Fitness, Startrac, Stairmaster, Pacemaster, Tunturi, Lexco, Steelflex, Concept2, WaterRower, Paramount, Tuff Stuff, Keys, Nautilus, Proform, Nordic track, Life Gear, Kettler, Inspire etc.

