



Mohammed Arfaz

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Objective

Results-driven Sales Consultant with experience in consultative and service-based selling. Skilled in understanding client needs, identifying skill gaps, and recommending tailored solutions. Strong communicator with a proven ability to generate leads, build relationships, and close deals in target-driven environments.

Experience

- Test Yantra - Bangalore, India** 2022 - 2025
Sales Consultant
 - Counseled students and working professionals on software testing and IT certification programs.
 - Identified candidate skill gaps and recommended suitable training solutions aligned with career goals.
 - Handled walk-in inquiries, inbound and outbound calls, and follow-ups to convert leads into enrollments.
 - Delivered consultative sales by understanding client needs and offering tailored training programs.
 - Managed end-to-end sales cycle including counseling, negotiation, and successful closures.
 - Built strong relationships with prospects, generating referrals and repeat enrollments.
 - Promoted programs such as Manual Testing, Automation Testing, and Selenium training.
 - Consistently achieved monthly enrollment and revenue targets in a performance-driven environment.

Education

- P.A. College of Engineering, India** 2017 - 2021
Bachelor of Engineering (B.E.) – Computer Science
- St. Aloysius Pre-University College, India** 2015 - 2017
Senior Secondary Education

Skills

- Consultative Sales
- Client Needs Analysis
- Lead Generation & Conversion
- Relationship Management
- Negotiation & Closing Skills
- Outbound & Inbound Sales Calls
- Target Achievement
- Communication & Counseling

Languages

- English
- Hindi
- Malayalam

KEY ACHIEVEMENTS

- Consistently met or exceeded monthly sales targets.
- Successfully converted inquiries into enrollments through consultative selling.
- Built strong client relationships leading to repeat business and referrals.