

SALAVUDEEN ISMAIL M

SALES EXECUTIVE

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📄 TRANSFERABLE VISA WITH NOC ♂ Male 🇮🇩 V5209383 🇮🇳 Indian

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Profile

Results-driven Sales Executive with 3 years of experience in the [Electronics] sector. Proven track record of consistently exceeding annual quotas by [Percentage, e.g., 20%] and generating over \$10000 in new business revenue. Expert in consultative selling, high-stakes negotiation, and CRM-driven pipeline management. Dedicated to building long-term client partnerships that drive recurring growth.

PROFESSIONAL EXPERIENCE

SALES EXECUTIVE, NRI Electronics Inc.

01/12/2022 –

1: The Results-Oriented Closer

01/12/2025

- Exceeded annual sales targets by 25% (\$1.2M total revenue) by identifying and penetrating untapped market segments.
- **Negotiated and closed** 15+ high-value contracts per quarter, maintaining a **20% higher-than-average** profit margin.
- Ranked as the #1 Sales Executive out of a team of 10 for three consecutive quarters based on conversion rates and customer satisfaction scores.

India

2: The Business Developer (Hunter)

- Developed and implemented a new lead-scoring system that increased the qualified lead conversion rate by 15%.
- Collaborated with the Marketing team to design targeted email campaigns, resulting in a 10% increase in inbound demo requests.
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3: The Relationship Manager (Farmer)

- **Managed a portfolio of 40+ key accounts**, achieving a **95% retention rate** through regular business reviews and personalized solutions.
- **Upsold and cross-sold** additional services to existing clients, growing account value by an average of **18% YoY**.
- **Identified client pain points** and acted as a strategic consultant to deliver customized product demonstrations

PROFESSIONAL QUALIFICATION

DIPLOMA IN PETRO CHEMICAL ENGINEERING,
JCT POLYTECHNIC COLLEGE, PICHANUR, COIMBATORE

2018 – 2021

SECONDARY SCHOOL LEAVING CERTIFICATE,
KERALA BOARD OF PUBLIC EXAMINATION

2013 – 2014

DIPLOMA IN OIL AND GAS ENGINEERING, IMS COCHIN, KERALA

2022

ADDITIONAL INFORMATION

Technical Skills

- **Data Visualization:** Tableau, Power BI, or Looker.
- **Advanced Excel:** Pivot tables, VLOOKUPS, and data modeling for sales trends.
- **KPI Tracking:** Monitoring CAC (Customer Acquisition Cost), LTV (Lifetime Value), and Win Rates.
- **Revenue Intelligence:** **Gong.io** [🔗](#) or **Chorus.ai** [🔗](#) (analyzing sales calls to improve scripts).
- **Virtual Presentation:** Zoom, Microsoft Teams, and **Prezi** or **Canva** for high-impact pitch decks.
- **Digital Signature:** DocuSign, PandaDoc, or HelloSign (managing the final contract phase).
- **President's Club / Circle of Excellence:** Mention if you were in the top 5–10% of the company's global sales force.
- **Record-Breaking Performance:** "Set a company record for the highest single-month revenue in Q3 2024 (\$450k)."
- **Fastest Promotion:** "Promoted from Junior Rep to Senior Executive within 8 months based on performance."
- **Methodologies:** SPIN Selling, Challenger Sale, Sandler Training, or MEDDIC.
- **Certifications:** "Certified Professional Salesperson (CPSP)" or "HubSpot Sales Software Certification."
- **CRM Expertise:** List specific platforms like **Salesforce (Advanced)**, **Zoho**, or **Microsoft Dynamics**.

Languages

- | | | |
|-------------|----------|---------|
| • English | • Arabic | • Hindi |
| • Malayalam | • Tamil | |

Declaration

I hereby declare that all the information provided in this curriculum vitae is true, complete, and correct to the best of my knowledge and belief. I understand that any misrepresentation may lead to the cancellation of my candidature.

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Doha , Qatar