

Muhammed Suhail

Sr. Sales Executive

Jebal Ali, Dubai, - UAE | **0522332665**

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Enthusiastic and optimistic sales professional with over six years of experience in the middle east as a B2B sales executive for industrial products and technology solutions. Skilled at developing and maintaining client relationships and highly committed to working with a team to achieve quotas. Fluent in English and Arabic.

Driver's License Ownership

- UAE
- KSA
- India

WORK EXPERIENCE

Alrawad Tawjeeh & Tasheel Centre- Jebal Ali Dubai

Sales manager

Sep-2022 till Present

- Identifying Sales Goals
- Creating Sales Plans
- Providing Training Opportunities
- Motivating the Team
- Managing Accounts
- Recruiting and Hiring

Almona Plastic Products Factory Co Ltd. - Riyadh, Kingdom of Saudi Arabia

Sales Representative

Dec-2016 to Aug-2021

- Managed online Sales campaigns, timelines and budgets for 15+ campaigns a year.
- Increased new customer acquisition by 15% in 9 months through targeted sales visits, cold calling and social media networking.
- Drove more than 20% of existing customers to make repeat purchase on the premium range products.
- Maintaining accurate sales records in Sales tools and CRM tools
- Attending trade exhibitions, conferences and meetings
- Reviewing sales performance
- Negotiating contracts and packages
- Aiming to achieve monthly or annual targets.
- Telecommunication products
- NetSuite oracle
- (HDPE, PECD, LDPE, Micro ducts, UPVC, PPMD, PE100, PPR)
- MEP, FttH, OSP projects

Emerging Global Technologies-Etisalat Premium Channel Partner

Dubai, UAE

Relationship Manager

July 2022 till oct 2022

- Responsible for achieving the maximum amount of your monthly sales target within the SMB Hunting Subdivision
- Effectively promoting products and services offered by Etisalat and assisting new and existing clients in choosing the best Etisalat product/service to fit their exact needs and solve their problem
- Strong client focus including pre and post sales services for long term wealth retention.
- Maintain excellent and up-to-date product knowledge, along with the competitive market conditions; Etisalat promotional offers; and technical services.
- Exploring new business development opportunities by leveraging client relationships developed over the years in previous work assignments.

Tison Industries- Kottarakkara, Kerala, India

Sales Representative

Aug-2021 to June 2022

- Secured 100+ new leads for the latest product within 6 months.
- Generated new businesses and long-term account opportunities thorough direct visits and cold calling, resulting in over 15 million in closed businesses.
- Built sales pipeline from zero to 10 million in 6 months and used new channels including social media platforms.
- Achieving targets with 10% increase every month
- Demonstrating and presenting products
- Establishing new Counters/Shops
- Collection of money/cheque or RTGS
- Organized sales visits
- Provided sales training to new recruits.
- Pvc pipes, Solvent cement and Pvc electrical conduits sales.

EDUCATION

Bachelor of Science (BSc) - Computer Science

Mar 2012 - Mar 2015

University of Kerala, Trivandrum, Kerala

SKILLS & ACHEIVEMENTS

Decision Making, Confidence, Perseverance, Patience, Excellent interpersonal skills, IT skills, Numerical skills. Telecommunication pipes and fittings. Knowledge about Middle East Markets.

NATIONALITY: Indian

DOB: 06 July 1993

Visa: Residence (Freelance)