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Al Ain, UAE

SKILLS

Sales Analyst

Resilience

Communication Skills

Negotiation

Closer

Leadership

Ability to Solve Problems

Time Management

Teamwork

Self-Motivation

Customer service Specialist

LANGUAGES

English

Native or Bilingual Proficiency

Arabic

Full Professional Proficiency

Urdu

Full Professional Proficiency

Hindi

Full Professional Proficiency

Majed Lal Bakhsh

Highly motivated and results-driven sales professional with a strong track record of exceeding targets and driving revenue growth. Seeking a challenging sales position where I can leverage my exceptional communication skills, strategic mindset, and persuasive abilities to contribute to the success of a dynamic organization

WORK EXPERIENCE

Roadshow Sales In charge

EITC (DU Telecom) AL Ain

03/2020 - Present,

- **Event Planning:** Take the lead in planning and organizing roadshow events, including selecting event venues, coordinating logistics, and ensuring all necessary resources are in place.
- **Team Management:** Recruit, train, and manage a team of sales representatives who will be responsible for promoting and selling products or services during the roadshow.
- **Sales Strategy:** Develop effective sales strategies and promotional activities to maximize sales opportunities during roadshow events. This may include setting sales targets, creating sales incentives, and implementing strategies to upsell or cross-sell products.

Roadshow Sales Executive

Innovations (DU Telecom) AL Ain

10/2017 - 02/2020,

- Achieved consistent sales targets by effectively promoting products, providing product knowledge to customers, and delivering exceptional customer service.
- Collaborated with team members to optimize sales strategies, share best practices, and achieve collective sales goals.
- Actively engaged in sales training programs to enhance product knowledge, sales techniques, and customer relationship management skills.
- Developed and implemented effective sales strategies, resulting in consistently exceeding monthly sales targets by an average of 30%.

Sales Executive & In charge

I Pay for All L.L.C (DU Telecom) AL Ain

09/2016 to 09/2017

- Managing a team of target oriented and achieving the monthly quarterly sale target under direct supervision.
- Awarded for the best sales agent for the year.
- Preparing financial reports quarterly inventory management & placing weekly purchase orders. Generating new ideas to promote the sales in times of difficult and slow months.

Sales Executive

Avant Garde Telecom (DU Telecom) AL Ain

09/2014 to 08/2016

- Pricing better solutions to customer by creating values in packages provided Working towards monthly target for selling sim cards and cross selling them with the mobile phones.
- Upselling technique to convince customer for higher packages and I have been awarded by DU as a best seller monthly and yearly certificates.
- I have expert knowledge of the selling process and I fully recognize the human and emotional aspects of buying and selling.

EDUCATION

Masters of Business Administration: Marketing
Jaipur National University.

Bachelor of Business Administration: Retailing
Jaipur National University.

Higher Secondary Education
New Indian Model School, Al Ain

ACHIEVEMENTS

- Q1 2015 Highest Seller in Postpaid.
- Highest monthly sales in postpaid in May 2015
- Q2 2015 Highest Seller in Data.
- Highest Sales executive in June 2015 for Data.
- Highest Sales executive in August 2015 For Data
- Highest Sales executive in September 2015 For Data
- Q3 2015 Highest Seller in Data.
- Highest Sales executive in Oct 2015 for Data.
- Highest Sales executive in Oct 2015 for postpaid.
- Highest Sales executive in Dec 2015 for postpaid.
- Q4 2015 Highest Seller in Postpaid.
- Q4 2015 Highest Rate Plan – Third Winner.
- Highest Seller in Postpaid Year 2015.
- Highest Seller in Data Year 2015.
- 2016 Highest Seller in MNP.
- Best Customer Service Experience Year 2018.