

MOHAMMED RIYAZ

FRONT LINE ASSOCIATE

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📍 UAE



EXPERIENCE

Product Advisor

POPULAR MOTOR WORLD PVT LTD - HYUNDAI

📅 10/2023 - 02/2024 📍 Chalakkudy, India

- Building and managing new and existing business relationships with the clients
- Stay informed about new vehicle models, features, and industry trends to provide customers with accurate and up-to-date information
- Assisted customers in selecting the right vehicle based on their preferences, budget, and lifestyle.
- Provided detailed product information, including features, specifications, and pricing, to facilitate informed decision-making.
- Conducted test drives and demonstrations to showcase vehicle performance and features, leading to increased customer confidence and conversion rates.
- Collaborated with the sales team and finance department to streamline the sales process and ensure seamless transactions.
- Cultivated strong customer relationships through follow-up communication, addressing inquiries, and providing ongoing support post-sale.

Business Development Executive

CHIPTech

📅 01/2022 - 03/2023 📍 Kaipamangalam, India

- Promoting business as per the market conditions.
- Implemented targeted marketing campaigns resulting in a significant influx of new customers.
- Retaining the existing customers by providing best offers.
- Developed and maintained relationship with key stakeholders, including clients to support business objectives.
- Cultivated strong customer relationships through follow-up communication, addressing inquiries, and providing ongoing support post-sale.
- Identifying new business opportunities, developing innovative strategies and exceeding sales targets.

EDUCATION

Bachelor of Business Administration (HRM)

UNIVERSITY OF CALICUT

📅 2018 - 2021 📍 Chalakkudy, India

Aviation And Air Cargo Management

INTERNATIONAL ACADEMY OF LOGISTICS AND MANAGEMENT

📅 2020 📍 Kochi, India

Basic Aviation And Airport Management

SPEEDWINGS

📅 2020 📍 Kochi, India

Aviation Management

CIASL ACADEMY

📅 2019 📍 Nedumbassery, Kochi

Higher Secondary

Board of Higher Secondary Kerala

📅 2016 - 2018 📍 Mathilakam, Kerala

SUMMARY

To enhance my professional skills, capabilities and knowledge in an organization which recognizes the value of hard work and trusts me with responsibilities and challenges

PERSONAL DETAILS

Date of Birth	02-11-1999
Gender	Male
Marital Status	Single
Nationality	Indian
Passport	M9259444
Visa Status	Visit Visa
Religion	Islam

LANGUAGES

English	Proficient	●●●●●
Hindi	Proficient	●●●●●
Tamil	Proficient	●●●●●
Malayalam	Native	●●●●●

SKILLS

Punctuality	Team work
Communication skills	
Ability to work under pressure	
Accountability	Multi tasking skills
Business Development	

Honors & Awards

- Participant, BEST MANAGER Competition National Management Meet, organized by MBA (Agribusiness Management) College of Cooperation, Banking, and Management, Kerala Agricultural University, Vellanikkara, Thrissur