

#### CONTACT



Karama, Dubai



+971 563115452

https://www.linkedin.com/mwlit e/in/ muhammed- yaseen-746017211



muhammedyaseen111@gm ail.com

# PROFESSIONAL SUMMARY

To achieve a challenging position in a professional organization through self - improvement by excelling in all responsibilities with sincere hard work, dedication & commitment. To work towards the development of the organization & grow with it.

### **SKILLS**

- Leadership Quality
- Negotiation Skill
- Problem solving ability
- Product Knowledge
- Time Management
- Analytical skill
- Work Ethic
- Team Work

## **MUHAMMED YASEEN**



## **EXPERIENCE**

#### SALES OFFICER

Indus Motors Co. Private Limited, India 03/2021 - 03/2024

- **Developing comprehensive sales strategies** that align with the company's objectives and target markets.
- Generating leads through various means such as cold calling, networking, referrals, attending industry events, and utilizing digital marketing channels.
- Build and nurture relationships with prospects and clients to establish trust and credibility.
- Negotiate terms, pricing, and contracts with clients to finalize sales agreements.
- Maintain accurate records of sales activities.
- Provide valuable feedback to management regarding customer preferences and market demands.
- Developed and Conducting Sales Presentations.
- **Building relationship** with new customers and distributors.
- Responsible for the marketing and advertising on new and existing products.
- Using negotiation and communication skills to sell new products in small retail outlets to maximize shelf space and increase market share.
- Listing with head office to **ensure relevant stock in delivered on time**.
- Support the auto financing practices during each vehicle purchase and leverage opportunities to offer aftermarket products, service contracts and insurance programs.
- **Communicating in a B2C environment** in retail shopping centers eto build a rapport with potential customers to inform them about Popular Hyundai.
- **Strategic Contribution**: Optimized marketing strategies for better campaign performance.
- Data-Driven Decision-Making: Used data analytics for informed decision-making.
- **Cross-Functional Collaboration**: Facilitated collaboration between marketing and overall company goals.

#### **Achievements**

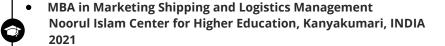
- Participating in meetings with the organisation's board of directors.
- Regularly reviewing sales strategies and targets with Sales Managers
- Analyzing market trends, identifying opportunities for growth, and outlining tactics to achieve sales targets.

Customer Service

## **LANGUAGES**

- English Advanced
- HindiAdvanced
- TamilIntermediate
- Malayalam Native

## **EDUCATION**



- Diploma in Logistics and Supply Chain Management Indian Institute of Information Technology, PTA, INDIA 2019
- BSc in Computer Science
  School of Technology and Applied Science, PTA, INDIA
  2018



## **ACHEIVEMENTS**

- 2022-2023 Mr Pathanamthitta category winner
- 2022-2023 Mr kerala competition participant
- 2023-2024Mr Pathanamthitta category winner



## ADDITIONAL INFORMATION

DOB - 08/03/1997 Visa Status - Visit Visa Nationality - Indian