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Dubai, UAE



15/12/1989



Indian

EDUCATION

MBA, Sales and Marketing
Kazian School of Management, Mumbai, India
April 2020

Bachelor of commerce,
Accounting
Surendra Nath Law College,
Kolkata, India
April 2012

LANGUAGES

English	C1
Advanced	
Hindi	C1
Advanced	
Urdu	C1
Advanced	

MOHAMMED AZHARUDDIN

PROFESSIONAL SUMMARY

Experienced Field Sales Executive with broad history in sales. Expert in negotiating deals to reach mutually beneficial agreements. and converting prospects into customers. Proven track record of meeting and exceeding sales goals.

SKILLS

- Sales negotiation
- Market research analysis
- Social media advertising
- Customer relationship management
- Product knowledge

WORK HISTORY

February 2024 - Current

Super Ride limousine llc - Sales and marketing representative, Dubai, UAE

- Analysed sales reports to identify trends and update strategies.
- Identified new customer segments and target audiences to expand reach
- Identified potential market opportunities through extensive market research and analysis.
- Evaluated sales and service processes to generate targeted improvement strategies and increase revenue opportunities
- Processed orders and recorded transactions accurately.
- Tracked customer satisfaction rates and resolved reported complaints.

August 2017 - March 2023

Shattaf Jewellery LLC - Senior sales executive, Dubai, UAE

- Achieved monthly sales and performance KPIs for improved team success.
- Collaborated with cross-functional teams, enhancing product knowledge and service delivery.
- Built focused new client networks, growing business opportunities and increasing revenue possibilities.
- Processed orders and recorded transactions accurately.
- Managed digital marketing initiatives to reflect customer and industry data.
- Managed client accounts to ensure customer satisfaction.
- Kept clear, detailed customer records to maximise future sales opportunities.

- Built long-term relationships with customers and generated referrals from existing clients.

April 2012 - May 2017

M.D.ENTERPRISES - Sales Executive , Kolkata me , India

- Maintained contact with customers throughout sales and pre-delivery process.
- Communicated with potential and existing customers in-person, over telephone and via webchat.
- Demonstrated product features and functions to engage potential customers.
- Established and maintained positive, profitable client relationships through superb communication.
- Managed client relationships from early stages of sales process through to post-sales
- Maintained quality assurance standards for all products and services.
- Understood customer needs to craft exceptional sales journeys.
- Provided customers with price information and handled financial transactions.
- Effectively handled daily customer meetings, sales calls and account management tasks, improving sales team efficiency.