

RESUME
MOHAMED ABU FAZIL

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OBJECTIVE

A professional sales executive with career experiences which includes a history of successful sales, marketing and implementation, while creating confidence in an extensive customer portfolio.

EDUCATION QUALIFICATION

Bharathiyar College of Engineering and Technology, Karaikal, India.

(Passed out May 2015)

Bachelor of Technology in Mechanical Engineering.

Institutional Of Occupational Safety and Health, IOSH Managing Safely (UK)
M2Y Global Academy.

EXPERIENCES

Sales Executive:

(September2016– Present)

Al- Tourbag Steel Fabricators, Dammam, Kingdom Of Saudi Arabia

- ◆ Ensure high satisfaction level of current customers.
- ◆ Respond to clients needs and requirements promptly.
- ◆ Promote new products and solutions to both existing and new customers.
- ◆ Identify and resolve problems with customers.
- ◆ Follow-up for collection of payment in a timely manner.
- ◆ Attending trade exhibitions, conference and meeting.
- ◆ To self - generate sales leads through networking ,referrals and warm calling.
- ◆ Setting up appointments and visitings potential customers for new business.
- ◆ Conduct market research to identify selling possibilities.
- ◆ Collaborate with team to achieve better results.
- ◆ Identify and communicate trends and updates with management.

Sales Executive :

(June2015 – March 2016)

CRI Pumps Pvt. Ltd. Coimbatore, India

- ◆ Prepare and deliver technical presentation explaining products to customers and prospective customers.

- ◆ Confer with customers and engineer to assess equipment needs and to determine system requirements.
- ◆ Collaborate with sales teams to understand customer requirements and provide sales support.
- ◆ Secure and renew orders and arrange delivery.
- ◆ Plan and modify products to meet customer needs.
- ◆ Help clients solve problems with installed equipment.
- ◆ Recommend improved materials to customers, showing how changes will lower costs or increase production.

COMPUTER SKILLS

- ◆ **Engineering Software:** AutoCAD
- ◆ **Microsoft Office:** Words, Excel, Spreadsheet and Power Point

PERSONAL STRENGTH & SKILLS

- ◆ Commercial awareness
- ◆ Strong Time Management
- ◆ Excellent IT
- ◆ The ability to influence and negotiate with others.
- ◆ Problem-Solving
- ◆ Strong leadership and motivational
- ◆ Create a positive work environment
- ◆ Creativity and Decision making

EXTRA QUALIFICATIONS

- ◆ AutoCAD Certificate
- ◆ Training and Competence Certificate in Finance Crime (SAMA)

AREA OF INTEREST:

- ◆ Sales Executive
- ◆ Health and Safety Engineer
- ◆ Warehouse Incharge

PERSONAL INFORMATION

◆ Name : Mohamed Abu Fazil Jalaludeen
◆ Date of Birth : 02-August-1993
◆ Nationality : Indian
◆ Gender : Male
◆ Marital Status : Single
◆ Iqama : Transferrable
◆ Driving License : Saudi Arabia License
◆ Language Known : English, Arabic, Tamil & Malayalam

DECLARATION

I am self-assured of my ability to work in a team.

I hereby declare that all the information furnished above is true of best of my knowledge.

Yours Truly,
Mohamed Abu Fazil