



ADIL IQBAL

SALES EXECUTIVE

CONTACT

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SKILLS

- Sales Strategy Development
- Customer Relationship Management (CRM)
- Lead Generation & Prospecting
- Negotiation & Closing Deals
- Product Knowledge
- Client Retention Strategies
- Market Analysis
- Communication & Presentation Skills
- Sales Forecasting & Reporting
- Time Management

LANGUAGES

- English (Fluent)
- Urdu (Fluent)
- Hindi (Basic)
- Arabic (Basic)

DRIVING LICENSE

- Valid UAE driving license



PROFILE

Results-driven sales executive with a consistent track record of surpassing quotas. Recognized for top-tier sales performance, earning accolades and bonuses. Born and raised in the UAE, with education completed locally, providing deep market insight. Proven ability to build enduring customer relationships, ensuring satisfaction and loyalty. Skilled in strategic market penetration, seizing opportunities, and meeting revenue targets. Effective leader, guiding successful sales teams.



WORK EXPERIENCE

A-MAP (AL-MUQARRAM AUTO PARTS) 2020 - PRESENT

Senior Sales Associate (Retail and Distribution)

- Supervise Sales Executives, ensuring efficient task management.
- Resolve issues promptly and maintain client satisfaction.
- Achieve and surpass sales revenue targets.
- Foster relationships with existing and new clients for enhanced retention.
- Plan and execute various sales activities.
- Prepare and present regular sales reports to higher management.
- Conduct market research on competitors and stay updated on industry trends.
- Managed a product portfolio including maintenance-free batteries for commercial and non-commercial use, ADNOC lubricants, and a variety of tires (PCR/PLT, OTR, TBR).
- Managed key customer accounts, including Al Jeeda, Prestige Auto, MH Kabeer, Al Nisba, Al Ihthiyati, Precision Trading, Abdul Hadi, Anwar Al Rifai, and Dhanya Auto.

KUWAIT FOOD COMPANY 2017 - 2020

Key Account Executive

- Establish and maintain professional relationships with customers.
- Collaborate with national key account managers to achieve sales targets.
- Provide strategic direction for sales operations and team management.
- Consistently increase overall sales figures and identify revenue opportunities.
- Lead activities related to direct sales channels, on-boarding clients such as Novo Cinemas, Jumeirah Group and Carrefour.



WORK EXPERIENCE (CONTINUED)

CRIF GULF (Dun & Bradstreet)

2014 - 2016

Senior Associate–Credit Assessment

- Conduct field investigations for corporate and SME clients.
- Co-train for training sessions to support business development initiatives.
- Develop and maintain relations with credit and sales teams of banks.
- Support decision-making with detailed MIS and business intelligence reports.
- Implement business models to identify potential risk factors.

AL DAWAR GROUP

2012 - 2014

Sales Executive

- Focus on increasing market share and business profit margin.
- Conduct market research, gather customer information, and report on business revenue
- Lead client portfolio including Carrefour, Hyper Panda, and Al Maya Group.
- Present product offerings at trade exhibitions and events.

IFFCO GROUP

2009 - 2011

Sales Coordinator

- Optimize sales management processes, focusing on enhancing forecasting accuracy and order fulfillment efficiency.
- Deliver strategic insights to senior management on emerging business opportunities and offerings.
- Collaborate with key clients, including Kuwait food (KFC), Jumeirah Group, and Hilton Hotels, to ensure exceptional service and relationship management.



EDUCATION

Bachelor's in Business Administration (BBA)

UNIVERSITY OF ATLANTA, UAE

IGCSE O Levels and GCE A levels (Physics, Chemistry, Biology)

UNIVERSITY OF CAMBRIDGE, ARAB UNITY SCHOOL Dubai