

---

## MOHAMMAD SAQIB

Marina, Dubai-UAE

Phone: (M) +971-581306707

Email: [saqib.info2@gmail.com](mailto:saqib.info2@gmail.com)

Current Position: **Sales Representative** (8 year)

Country Travelled : **INDIA , UAE , GERMANY**

---



Driven sales representative with 8 years of experience. A high level of product knowledge and an ability to quickly learn details about new inventory and accessories. A commitment to building customer relationships by reaching out to new clients and nurturing positive interactions with existing customers. Extremely skilled in explaining product features and benefits to customers, negotiating packages and pricing and closing sales deals

### **PROFESSIONAL EXPERIENCE**

#### **WIKI H, DMCC -Dubai**

**Sales Representatives** -July 2018- May 2021

##### **Key Responsibilities:**

- Surpassed quarterly sales goals targets by 15 percent with increased attention to customer education and devotion to friendly customer service.
- Sought out new clients by using current established network of contacts with attendance at industry trade shows, conferences, workshops and other networking events.
- Educated new and existing customers about the features and benefits of products for sale by visiting clients on site and demonstrating potential uses and solutions
- Attending walking customer ,displaying the product and understand their needs. Closing the final sales

#### **INTEREL-Dubai**

**Sales Representatives** - July 2016- June 2018

##### **Key Responsibilities:**

- Increased the rate of customer retention by 18 percent within the first year of employment by focusing on weekly existing client contact and feedback.
- Provided timely and comprehensive solutions and answers to client questions about product issues when asked.
- Created detailed sales contracts for new and existing clients when products and services were ordered and walked the customer through all of the terms and sections
- Represented the company at quarterly trade show events by working a sales booth station and providing information about products and services.

#### **Royal Shopping Mall-INDIA**

**Sales Representatives** -April 2014- June 2016

##### **Key Responsibilities:**

- Supported a sales associate staff of 12 by managing customer databases, preparing correspondence and sending out sales contracts.
- Communicated with clients on behalf of sales associates when there was a concern or a question about a product or service.
- Maintained good relationships with the client through meetings, presentations, quarterly business reviews, etc.
- Worked in accordance with organizational policies and standards.
- Carried out consultative selling, account planning, and account Management with a strong emphasis on customer service.

## **Key Information Technology-Dubai**

**Sales Representatives** -November 2012 - March 2014

### **Key Responsibilities:**

- Identifying and making contact with new prospective clients.
- Arranging meetings with prospective clients.
- Promoting the image of the company as a leader in technology services.
- Meeting clients at their offices, identifying their requirements and then proposing solutions.
- Highlighting the benefits of the companies software products and services.
- Answering any technical IT questions that clients may have.
- Developing sustainable relationships with decision makers.
- Coming up with new strategies to increase sales.
- Arranging for software demonstrations for customers.
- Following the sales process from start through to close.
- Negotiating commercial and license agreements with clients.
- Developing sales within both existing and new business accounts.

### **Skills:-**

- Ability to persuade others, which helps me convince clients to purchase recommended products or services.
- Effective communicator when speaking to clients or colleagues and when dealing with written correspondence.
- Strong listening skills to give customers a sense that their questions or concerns will be dealt with immediately.
- Commitment to providing excellent customer service in all aspects of a sales transaction.
- Fine attention to detail where mistakes or other discrepancies are spotted.
- Good Understanding of accounting and logistic knowledge.

### **Sales Competencies:**

- Opera, Micros,GRMS,Booking Engine ,POS,Oracle,Cloud
- Selling communications, IT hardware, voice applications, broadband connections, microchips, network applications, services, data, software and cloud based technologies

### **Educational Attainment**

- B.Tech Computer Science,Dr.A.P.J Abdul kalam Technical University 2012
- Intermediate, ISC Board. City Montessori School 2007
- High School, ICSE Board, Fatima Convent High School 2005

### **Personal Details**

Nationality : Indian

Driving license: **UAE Driving License**

Date of Birth : 20/10/1988

Languages : English,Hindi,Arabic(Basic),German(Basic)

Address : Bangalore , Karnataka , INDIA

Date:26/08/2021

Mohammad Saqib