

# Muhammed Junaid



*To work in an organization which provides me with ample opportunities to enhance my skills and knowledge along with contribute to the growth of the organization.*

## Experience

October 2021–till date.

Sales Executive • Nihad General Trading LLC, U.A.Q.

- ✚ Conduct market research to identify selling possibilities and evaluate customer needs.
- ✚ Actively seek out new sales opportunities through cold calling, networking, and social media.
- ✚ Set up meetings with potential clients and listen to their wishes and concerns.
- ✚ Prepare and deliver appropriate presentations on products and services.
- ✚ Create frequent reviews and reports with sales and financial data.
- ✚ Ensure the availability of stock for sales and demonstrations.
- ✚ Participate on behalf of the company in exhibitions or conferences.
- ✚ Negotiate/close deals and handle complaints or objections.
- ✚ Gather feedback from customers or prospects and share it with internal teams.

September 2020–September 2021

Sales Executive • Nizam Supermarket, Kozhikode.

- ✚ Implement sales & marketing activities as per set targets & business plans for the assigned territory.
- ✚ Building & maintaining excellent relationships with the customers.
- ✚ Ensure the achievement of the sales Targets & KPIs & review sales performance, aiming to exceed targets.
- ✚ Responsible for the merchandising activities within the assigned territory
- ✚ Updates the team with timely & accurate market reports.
- ✚ Responsibility to suggest Competitive activities, distribution, and pricing strategies.
- ✚ Gaining a clear understanding of customers' businesses and requirements.
- ✚ Coordinates with various internal departments to ensure good quality service to the customers and other stakeholders.
- ✚ Ensure the timely processing of invoices and the collections from the customers in coordination with the Finance Department and as per company policies.



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## Personal Information

- **D.O.B:** 04-04-2000
- **Age:** 21
- **Nationality:** Indian
- **Languages:** English, Arabic, Hindi, Malayalam.
- **Visa Status:** Visit Visa.
- **Joining Date:** Immediately.

## Skill

- Creativity.
- Interpersonal Skills.
- Problem Solving.
- Public Speaking.
- Customer Service Skills.
- Teamwork Skills.
- Leadership skills.
- Administrative skills.



## Education

- **Draughtsman Civil Engineering - NCVT , Kozhikode.**
- **Diploma in Civil Engineering(not completed)- NCVT , Kozhikode.**
- **H.S.S.C -Thiruvangoor Higher Secondary School, Kozhikode.**

## Computer Skills

- Autocad
- Microsoft Office (Word, Excel & PowerPoint)

