

YAMMIN KHAN

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IT SALES EXECUTIVE

Dynamic and results-driven sales professional with comprehensive experience in IT, Web, and Software sales. Proven track record in exceeding sales targets, delivering high-value solutions, and enhancing customer satisfaction. Skilled in leveraging technology insights to drive strategic sales and enhance client engagements. Adept at building and maintaining strong client relationships and collaborating effectively with technical teams. Seeking to leverage expertise in sales and technology to drive growth in IT and software sales sectors.

AREAS OF EXPERTISE

Effective Communication | Relationship Building | Client Retention | Sales Strategy | Revenue Growth | Market Penetration | Customer Engagement | Problem-Solving | Team Collaboration | Time Management | Persuasion and Negotiation | Attention to Detail | IT Infrastructure | Technical Sales | Solution Selling | CRM.

PROFESSIONAL EXPERIENCE

IT SALES SPECIALIST Jul 2023 - Jun 2024

In Technologies Private Limited, India

Demonstrated significant growth in revenue and customer satisfaction by expertly managing international client relationships. Successfully identified cross-selling opportunities within AT&T's product portfolio to meet customer needs effectively.

- ✦ Developed and executed strategies that increased upselling and cross-selling success rates.
- ✦ Analyzed market trends to refine sales strategies and expand customer outreach efforts.
- ✦ Maintained comprehensive product knowledge to address diverse client queries and requirements.
- ✦ Successfully managed international client relationships, driving revenue growth and enhancing customer satisfaction.

WEB SALES MANAGER Oct 2021 - May 2023

Saibby Web, India

Achieved substantial growth in web application adoption rates through tailored consultations and innovative sales strategies. Fostered strong client relationships, resulting in increased satisfaction and project success.

- ✦ Collaborated with graphic designers to align UI design goals with client strategies.
- ✦ Conducted client consultations to discern business needs, providing customized web solutions.
- ✦ Boosted company revenue through targeted sales initiatives focused on web development.
- ✦ Enhanced product knowledge on emerging technologies to more effectively engage clients.
- ✦ Implemented streamlined communication processes for client relationship management.

INTERN Mar 2021 - Sep 2021

Saibby Web, India

Acquired foundational skills and hands-on experience in IT sales with a focus on web development technologies. Enhanced practical skills in lead generation and client engagement through targeted training.

- ✦ Engaged in lead generation activities that contributed to the development of new business opportunities.
- ✦ Participated in the assessment of client needs, facilitating tailored service offerings.
- ✦ Gained proficiency in articulating technical concepts to non-technical audiences.
- ✦ Assisted in the design and delivery of sales presentations to prospective clients.
- ✦ Collaborated with team members to optimize sales processes and enhance client satisfaction.

EDUCATION & CERTIFICATIONS

Bachelor of Information Technology (BSIT) 2017 - 2020

RIMT University – India