|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| MOHAMMED FASIHUDDIN HAKEEM | | | | |
|  | Dynamic and goal-oriented Sales Professional with 9 years’ consolidated experience in end-to-end Sales Process Cycle, Customer Management, Purchase & Invoicing of products and services in Indian and Middle East markets, looking for challenging and rewarding opportunities in Sales and Marketing. **PERSONAL DETAILS** | | | |
| Mobile : (+00974) 501 33559 |  | | |
| [fasihuddinmohd@outlook.com](mailto:fasihuddinmohd@outlook.com) Driving license : Qatar (available)  Visa Status : Transferable with NOC |  | |  |
| Languages: English, Hindi, Telugu | Marital Status: Single | | Dob: July 18, 1986 |
| CLIENTS (KSA) | CORE SKILLS AND EXPERTISE | | | |
| Arac BakkahMakkah HiltonAl Saif ProjectNCB HeadquartersNCB Training Center | * Market Research and Analysis * Product Knowledge * Lead Generation * End-to-End Sales Process * Customer Satisfaction | | * Sales Performance * Product Demonstration * After Sales Support * Effective Communication * Planning and Prioritization | |
| ACADEMIA | WORK EXPERIENCE | | | |
| Bachelor’s in Mechanical Engineering from Jawaharlal Nehru Technological University, Hyderabad, India. 2008  **Intermediate** Studies from Gowthami Junior College, Hyderabad, India. 2004  **Higher Secondary Education** from Mount Carmel High School, Hyderabad, India. 2002  **Professional Trainings**  **CSWIP 3.1 Welding Inspector** from Imech Insitute, Hyderabad, India. 2015  **HVAC Design and Drafting** from Dhanush Engineering Services, Hyderabad, India. 2011  **Non-Destructive Testing** from Advanced Engineering Services, Hyderabad, India. 2012  **Nebosh Health and Safety** from Imech Institute, Hyderabad, India. 2019  **Iosh Managing Safety** from Imech Institute, Hyderabad, India. 2019 | **Sept 2018 to Jul 2019 |Intellectual Trading & Contracting, Doha, Qatar | Sales Assistant**  Responsibilities:   * Provide up-to-date information to walk-in and online customers. * Address customer queries and issues in person, via e-mail or telephonically. * Ensure stocks and supplies are well-maintained. * Arrange window and rack displays from time to time. * Generate customer invoices; accept and process payments. * Create customer awareness towards discount offers and pricing / policy updates.   **Oct 2014 to Jun 2017 | Wheelz World, Hyderabad, India | Sales Executive**  Responsibilities:   * Conduct market research to identify consumer preferences and needs. * Explore new sales channels through cold calling, networking, and social media. * Interact with potential clients to facilitate product / service demos, handle objections, and resolve issues or concerns. * Ensure sufficient stock is available to conduct sales demonstrations.   **Nov 2012 to Mar 2014 | Al Mdarij International Marketing Company, Jeddah, KSA | Sales Engineer**  Responsibilities:   * Perform extensive market research to identify and narrow down consumer base. * Design and build advanced technical products as per consumer requirement. * Explain product benefits to potential clients in view of competitor offerings. * Execute the end-to-end sales cycle comprising sales pitch, product demonstration, objection handling, query resolution, and sales closing. * Negotiate prices, process sales invoices, and manage cash/card payments. * Provide after-sales assistance with regard to product installation and troubleshooting.   **Sep 2008 to Sep 2011 | Ind-Tech Services, Hyderabad, India | Trainee Mechanical Cum Sales Engineer**  Responsibilities:   * Scope new markets for new client access and business growth channels for the region. * Initiate site visits to meet new and existing clients; engage in effective communication to build business ties and encourage positive customer rapport. * Engage with customers one-on-one to correctly interpret their unique requirements with regard to existing product range. * Perform needs analysis; espouse product features, advantages, and benefits. * Develop client quotations and T&Cs; negotiate and close sales. * Ensure prompt after-sales service; encourage customers to opt for AMC. | | | |