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| 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 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
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| 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.
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