



PERSONAL DETAILS

Flat no #11 Al Dahfra
Defence, Abudhabi, UAE

Driving license: light motor vehicle

M: +971 567059184

✉ Sultanhajee1990@gmail.com

Passport No: P8830481

AREAS OF EXPERTISE

People management
Resolving issues
Implementing plans
Customer Focus
Telecom Sales
Operations Management
Quality Management
Strategy Planning

ACADEMIC QUALIFICATION

2015: Bachelors of science
2012: Intermediate
2010: SSC

LANGUAGES KNOWN

English
Hindi
Telugu

Arabic (manageable)

INTERESTS

Motor Biking
Travelling

MOHAMMED TIPPU SULTAN

Telecom Sales - Sales

PERSONAL SUMMARY

A creative and innovative thinker, who craves for challenges and who is passionate to work outside his comfort zone. I am a motivated team player who consistently aims to exceed expectations and attain goals. I possess excellent communication skills, ability to build rapport, easily convince customers. I have a track record of achieving and exceeding the standards of performance set out for all goals. I would like to develop my career in a fast moving environment and I am currently looking for a suitable sales position with a company that values passion, positivity, integrity and hard work.

CAREER HISTORY

Sales Merchandiser, Huawei, mobiles, Abudhabi, UAE

May 2020 till date

Company Overview: Huawei technologies co, ltd is a Chinese multinational technology company headquartered in Shenzhen, Guangdong. It designs, develops, and sells telecommunications equipment and consumer electronics. The company was founded in 1987 by Ren Zhengfei, a former Deputy Regimental chief in the people's liberation Army.

Responsibilities:

- Acquisition of New Clients
- Handled end-to-end sales
- Develop effective sales, relationships with new clients, identify and obtain further sales and business development opportunities
- Deliver sales target as per target assigned
- Ensuring excellent customer service

Sales Merchandiser, Oppo Mobiles, Abudhabi, UAE

Jan 2019 – Feb 2020

Company Overview: Oppo mobile telecommunications corp., Ltd, is a Chinese consumer electronics and mobile communications company headquartered in Dongguan, China, Known for its smartphones, Blu-Ray Players and other electronic devices. A leading manufacturer of smartphones, Oppo was the top smartphone brand in China in 2016 and was ranked no.8 worldwide.

Responsibilities:

- Support the sales team for acquiring new clients
- Develop effective working relationships with store managers through regular meetings and identify and obtain further sales and business development opportunities
- Conducting meetings and motivation champs with promoters to increase productivity
- Deliver sales target as per target assigned.
- Ensuring excellent customer service

Sales Team Leader, Oppo Mobiles Telangana, Hyderabad, India

Mar 2014 – Jul 2018

Company Overview: Oppo mobile telecommunications corp., Ltd, is a Chinese consumer electronics and mobile communications company headquartered in Dongguan, China, Known for its smartphones, Blu-Ray Players and other electronic devices. A leading manufacturer of smartphones, Oppo was the top smartphone brand in China in 2016 and was ranked no.8 worldwide.

Responsibilities:

- Support the sales team for acquiring new clients
- Develop effective working relationships with store managers through regular meetings and identify and obtain further sales and business development opportunities.
- Conducting meetings and motivation champs with promoters to increase productivity
- E-mail marketing, social media marketing & SMS marketing
- Responsible for coordinating sales team with training department for new product training
- Deliver sales target as per target assigned, with a primary focus on high quality standard, Ensuring excellent customer service
- Assisted in the interviewing and hiring process

Showroom promoter – *Oppo mobiles India pvt ltd , India.*

Mar 2013 – Feb 2014

PERSONAL DETAILS

Date of birth : 26st Sep 1990

Marital status : Unmarried

Nationality : Indian

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Responsibilities:

- ☐ Sell products being promoted and keep records of sales
- ☐ Develop creative promotional activities which helps us to increase sales and good revenue for my vertical.
- ☐ Maintaining good relationship with customers which results market penetration and reach successfully.
- ☐ Responsible for preparation of monthly sales data
- ☐ Regular discussion with sales team on market feedback & competitor activity.