



MUHAMMED YASEEN



EXPERIENCE

SALES OFFICER


Indus Motors Co. Private Limited, India
03/2021 – 03/2024


- **Developing comprehensive sales strategies** that align with the company's objectives and target markets.
- Generating leads through various means such as **cold calling, networking, referrals, attending industry events, and utilizing digital marketing channels.**
- Build and **nurture relationships with prospects and clients to establish trust and credibility.**
- **Negotiate** terms, pricing, and contracts with clients to finalize sales agreements.
- **Maintain accurate records** of sales activities.
- Provide **valuable feedback to management** regarding customer preferences and market demands.
- Developed and **Conducting Sales Presentations.**
- **Building relationship** with new customers and distributors.
- Responsible for the **marketing and advertising** on new and existing products.
- Using **negotiation and communication skills** to sell new products in small retail outlets to maximize shelf space and increase market share.
- Listing with head office to **ensure relevant stock in delivered on time.**
- Support the auto financing practices during each vehicle purchase and leverage opportunities to offer aftermarket products, service contracts and insurance programs.
- **Communicating in a B2C environment** in retail shopping centers etc to build a rapport with potential customers to inform them about Popular Hyundai.
- **Strategic Contribution:** Optimized marketing strategies for better campaign performance.
- **Data-Driven Decision-Making:** Used data analytics for informed decision-making.
- **Cross-Functional Collaboration:** Facilitated collaboration between marketing and overall company goals.

Achievements


- Participating in meetings with the organisation's board of directors.
- Regularly reviewing sales strategies and targets with Sales Managers
- Analyzing market trends, identifying opportunities for growth, and outlining tactics to achieve sales targets.

CONTACT

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PROFESSIONAL SUMMARY

To achieve a challenging position in a professional organization through self-improvement by excelling in all responsibilities with sincere hard work, dedication & commitment. To work towards the development of the organization & grow with it.

SKILLS

- Leadership Quality
- Negotiation Skill
- Problem solving ability
- Product Knowledge
- Time Management
- Analytical skill
- Work Ethic
- Team Work

- Customer Service

LANGUAGES

- **English**
Advanced
- **Hindi**
Advanced
- **Tamil**
Intermediate
- **Malayalam**
Native

EDUCATION



- **MBA in Marketing Shipping and Logistics Management**
Noorul Islam Center for Higher Education, Kanyakumari, INDIA
2021
- **Diploma in Logistics and Supply Chain Management**
Indian Institute of Information Technology, PTA, INDIA
2019
- **BSc in Computer Science**
School of Technology and Applied Science, PTA, INDIA
2018



ACHEIVEMENTS

- 2022-2023 Mr Pathanamthitta category winner
- 2022-2023 Mr kerala competition participant
- 2023-2024Mr Pathanamthitta category winner



ADDITIONAL INFORMATION

DOB - 08/03/1997
Visa Status - Visit Visa
Nationality - Indian