



MOHAMMED SHIBILI

SALES REPRESENTATIVE

(2+ Year Experience)

Contact

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Personal data

Nationality : India
Date of birth : 05-02-2000
Sex : Male
Marriage status : Single
Visa status : Visit Visa
Passport number : U8223250
Languages : English
Hindi (Beginning)
Malayalam

Summary

I am seeking a position which will allow me to apply and enhance my skills of being an **SALES** executive. In addition, I am eager to contribute my knowledge and hard work towards the success of your company and to the growth of the fast developing field

Technical Skills

- Business development
- Product merchandising and distribution
- MS Excel & Word
- B2B and B2C sales
- Computer common used software's

Experience

Sales Representative

May 2021 – April 2023

[Kasma Agencies](#), Malappuram, India

- Grew customer base by new costumer and identifying need to deliver relevant products.
- Interfaced with customer to resolve problems and meet diverse needs.
- Approached customer with consultative mentality to uncover and meet specific requirements
- Cultivated relationships with restaurant owners and decision makers in the designated territory. Maintained regular business relations with 50+ clients.
- Identified up to 20 new leads quarterly.
- Analyzed sales/metrics data from the designated territory to help evolve sales strategy.
- Presented, promoted and sold products and services using solid arguments to existing and prospective customers.
- Performed cost-benefit and needs analysis of existing and potential customers to meet their needs.
- Reached out to customer leads through cold calling and emailing. 50+ cold calls daily.
- Coordinated sales effort with team members and other departments.
- Continuously improved through feedback.

Key Achievements:

- Exceeded agreed upon sales targets and outcomes by 20% on a regular basis.
- Expedited the resolution of customer problems and complaints to maximize satisfaction. Scored 95% in customer satisfaction survey.

Education

- 2015-2017 **Higher Secondary** (Humanities)
Board of Higher Secondary Examination
- 2015 **SSLC**
Kerala state Examination Board