



MOHAMMED AFSAL I

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Professional Summary

A self-starting, goal-oriented and seasoned sales professional with 2 years of experience in Sales, Marketing and Business development. Able to introduce new products, absorbing and retaining detailed product knowledge and building a loyal clientele.

Work History

04.2022 - 05.2023

Business Development Manager

Giza's Sphinx Publishers LLP-trivandrum, India

- Prepare presentation, price, quotes, and sales orders for customers
- Provided management and leadership expertise to coordinate sales efforts, leading successful, engaged and motivated team to exceed departmental goals by 100%.
- Planned and budgeted accurately to provide business with resources needed to operate smoothly
- Demonstrated ability for effective communications and collaboration with clients and team.

10.2021 - 04.2022

Business Development Executive

Azani Group of Companies - Calicut, India

- Maximized performance by monitoring daily activities and mentoring team members
- Oversaw planning and execution of targeted sales and marketing strategies.
- Performing marketing analysis to qualify the potential clients, and provide them with a customized plan needed to drive the overall sales, and increase the revenue.
- Proposed and implemented new marketing and inside sales ideas to increase the overall sales.
- Managed after sales efficiency, productivity and customer's satisfaction.

Skills

- Merchandising expertise.
- Problem solving skills
- Multi-tasking strength
- Microsoft Office
- Exceptional customer service
- Tally

Education	BACHELOR OF COMMERCE, FINANCIAL AND ACCOUNTING, BHARATHIAR UNIVERCITY,COIMBATHORE-641046(2020 – 2023)	
	PLUS TWO, A.S.M.M.H.S.S Alathur, Palakkad (2019)	
	SSLC, A.S.M.M.H.S.S Alathur, Palakkad (2017)	
Personal Details	Date of Birth / Age: 09/09/2001	Nationality: INDIAN
	Marital Status: Single	Religion: Muslim
Languages	Gender: Male	
	English	Hindi
	Fluent	Intermediate
	Malayalam	Arabic
	Native	Beginner