

MUHAMMED HARIF N

FATHIMA BUILDING KARAMA DUBAI UAE

harifn786@gmail.com

971586761138

OBJECTIVE

To work in an environment which encourages me to succeed and grow professionally where I can utilize my skills and knowledge appropriately.

EXPERIENCE

ALANALLUR FATHIMA JEWELLERY LLP

2021 November - 2022 November

Business development executive

- Canvassing the customers to buying the products
- Analyzed market segments to identify new business opportunities to expand the existing customer base significantly
- Meeting and greeting customers and making them feel welcome
- Used consultative sales approach to understand customer needs and recommend relevant offerings

GEMERALD JEWELLERY LLP

2016 december - 2021 october

Business development executive

- B2B Sales
- Finding new channels for selling and distribution of products.
- Devising and implementing the organisation's sales activities.
- Responsible for new business developments, customer retention and expansion and consultive and strategic sales activities.
- Collection on past- due invoices and competitive intelligence.
- In addition the above activities, the IT administration and networking of this company also done.

EDUCATION

Calicut university

2016

Master of Technology in communication Engineering

6.89

University of calicut

2012

Bachelor of technology in Electronics and communication

62.43%



PERSONAL DETAILS

Date of Birth : 08/01/1989

Marital Status : Married

Nationality : Indian

Religion : Islam

Gender : Male

Driving Licence : Indian

Place : Kerala

SKILLS

Using mannerisms that will project a positive and professional image # Grabbing a customer attention in a face- to- face meeting, # Able to sell large and small businesses as well as private&p public sector, # Active listening, # Critical thinking, # Communication skills, # Understanding social cue, # Positive and courteous, # Time management, # Ability to negotiate, # Problem solving, # Closing skill, # Goal oriented



LANGUAGES

English - Reading, writing , speaking

Arabic- Reading, writing, partially speaking

Hindi- Reading, writing, Partially speaking

Malayalam- Reading, writing and speaking

ACHIEVEMENTS & AWARDS

GATE(Graduate aptitude test for engineers) passed in 2013, All India Rank is 34555 out of 256135 candidates