

MAHESH MOHAN

+971 588135831

SALES EXECUTIVE

maheshmohan1983@yahoo.com

PROFESSIONAL SUMMARY

- Bilingual sales professional with over 10 years of experience in customer service and sales.
- Strong presentation skill, networking skill and sales achievement.
- Analyzing market trends to identify selling possibilities and evaluate customer needs.
- Ability to excel sales targets and make a real difference in the organization's revenue generation.
- Building relationship with new clients, customers and distributors.
- Thorough understanding of marketing and negotiating strategies.

WORK EXPERIENCE

Role : Sales Executive [Aug 2015 – Sept 2019]

Company : Bhatia Traders LLC (UAE)

Responsibilities :

- Been the face of the company at trade events.
- Developed and implemented sales strategies based on the market trends.
- Update clients on new product launches and conduct special events for tasting new products.
- Identify new clients for the product.
- Coordinate with logistic team for adequate supply of products on time.
- Create annual and monthly sales plan for analyzing sales graph.

Role : Sales Executive [Jan 2015 – July 2015]

Company : 2GIS Advertising LLC (UAE)

Responsibilities :

- Work within the sales and support team for the achievement of customer satisfaction, revenue generation and long-term account goal in line with company vision and value.
- Develop database of qualified leads through referrals, telephone conversing, face to face cold calling on potential businesses, direct mail, email and networking.
- Responsible for the sales and marketing of the company's products and services in an assigned territory.
- Maximize opportunities for the process of closing a sale resulting in taking market share from competitors.

Role : Sales Representative [Aug 2012 – Dec 2014]

Company : Hareb General Trading (UAE)

Responsibilities :

- Assisting implementation of company marketing plans as needed.
- Scheduling appointments and meeting new customers.
- Promoting new products and special deals.
- Informing customers about delivery schedules and after-sales services.
- Recording orders, sending details to the sales office and giving feedback towards sales trends.

Role : Coordinator [Nov 2009 – Nov 2010]

Company : KAEFER LLC (Qatar)

Responsibilities :

- Uphold project client, employer interest and brand image.
- Coordinating business development activities and communicating information to senior management.
- Schedule and manage several assistances to maintain efficient operation of sites.
- Support and monitor the smooth function of planning, design, procurement and delivery.
- To develop business strategies in course and timely corrective actions.

EDUCATIONAL QUALIFICATION

2006	Master's in Business Administration (ICFAI University)	
2004	Advance Accountancy and Statistics (Gujarat University)	67.00%
2001	Higher Secondary (Gujarat Secondary Education Board)	72.33%
1999	S.S.C (Gujarat Secondary Education Board)	73.00%

ADDITIONAL QUALIFICATION

- Completed Diploma and Advanced Diploma in Business Management from ICFAI University.
- Completed Nine modules of management from Institute of Leadership Management, UK
- Scored Band 7 in International English Language Testing System (IELTS)

KEY SKILLS

Product Knowledge, Client acquisition and retention, Goal setting and forecasting, Closing sales, Written and verbal Communication, Self-motivation, Organization, Time Management, Attention to detail and Negotiation.

COMPUTER PROFICIENCY

Windows – Microsoft Word, Microsoft Excel, Microsoft Power Point, Internet.

PERSONAL DETAILS

Date of Birth	:	18-11-1983
Marital Status	:	Married
UAE Driving License	:	License No: 145071 (Automatic) Date of Issue: 08/12/2013 Date of Expiry: 07/12/2023
Passport Details	:	Passport Number: V5721243 Date of Issue: 28/12/2021 Date of Expiry: 27/12/2031