



# MOHAMMED PALEKAR

## SALES SPECIALIST

Dynamic and accomplished sales specialist with a stellar track record in both B2B and B2C sales across a diverse range of industries. Recognised for expertise in travel loyalty programmes. Passionate about forging impactful client relationships, exceeding ambitious targets, and igniting revenue growth.

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Hounslow, London, UK

### SKILLS

- Sales Strategy Development
- Account Acquisition & Retention
- Lead Generation
- Relationship Building
- Negotiation & Closing Deals
- Revenue Growth
- Market Research and Analysis

### EDUCATION

#### HIGH SCHOOL DIPLOMA

Oracle Academy, South Africa

Graduated 2017

#### CERTIFICATIONS

Fundamentals in Accounting, 2019

Diploma in Business Management,  
Regent Business School  
(Incomplete due to funding)

#### AWARDS

Special Recognition Inbound  
Memberships of the Year award,  
Arrivia, 2022

References available on request

### EXPERIENCE

#### • SALES SPECIALIST

Arrivia

2019 - Present

- Demonstrated expertise in relationship building, lead generation, negotiation, and closing deals, resulting in increased account acquisition and retention.
- Net closing rate of over 12% consistently maintained through both inbound and outbound sales.
- Notable outcomes: Achieved a yearly sales revenue of over \$1 000 000 with an average of 60% (+) cash collected.

#### • FOUNDER

MP LTD

2017-2019

- Entrepreneurial sales specialist who successfully launched and led a thriving cigarette distribution business for three years. Strategically drove sales, increased profitability, and established a robust network of suppliers and distributors.
- Managed all aspects of the business, including inventory, marketing, finances, and customer relations, while achieving consistent year-over-year revenue growth and profitability.