



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.

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.

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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