




MOHAMAD ALTAF HUSSAIN


Sales Team Leader

"Empowering Sales Teams to Achieve outstanding results,"

CONTACT

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 INDIA, MYSURU

EDUCATION

MASTER OF BUSINESS ADMINISTRATION

Vidhyavardhaka College Of Engineering

Completed in 2022

BACHELOR OF BUSINESS ADMINISTRATION

Maharaja College University Of Mysuru

Completed in 2020

PRE- UNIVERSITY COURSE

Maharaja College University Of Mysuru

Completed in 2017

SKILLS

- *Communication skills*
- *Customer Relationship*
- *Creative-Problem Solving Skills*
- *Team work*
- *Customer Service*
- *Sales & Negotiations Skills*
- *Strong Leadership Abilities*
- *Active Listening*
- *Self Motivation*
- *Hard working and dedicated to work*

PROFILE

Experienced Sales Executive with a 5-year track record of exceeding sales targets and building strong client relationships. Proficient in market analysis, negotiation, and effective communication. A proactive team player who contributes to business growth and success.

EXPERIENCE

Sales Team Leader

Reliance Company 2020 – Present **The Best Employee of the Year**

- Led team of 15 field executives to exceed monthly sales targets resulting in a 25% increase in market share.
- Developed and implemented successfully communication methods for sales plans and targets resulting in a 15% increase in a team productivity's
- Conducted regular audits to ensure team members adhered to quality parameters, resulting in a 20% reduction in errors.
- Developed relationships to grow future sales and referrals and ensure maximum customer satisfaction
- Improved product sales by 29% for the portfolio managed which led to a 35% increase in annual revenue.
- Managed a portfolio of 300+ products and services while mentoring the sales team to achieve sales goal
- Led a successful product launch campaign that generated \$1.9 million in revenue within the first quarter
- Demonstrated strong leadership and problem-solving skills within the marketing and sales team , contributing to improved productivity.
- Inspired sale team to grow and develop individual sales and goals that increased average client bases by 120

LANGUAGES

- English
- Arabic (Reading)
- Hindi
- Kannada

CERTIFICATION

- Foundation of Everyday leadership

INTRESTS

- Reading Books
- Fitness and Team Sports
- Cooking

Sales executive

- Improved product sales by 12% for the portfolio managed, which led to a 20% increase in annual revenue.
- Hit and exceeded sales KPIs by 30% for the months of October, November, and December in 2019
- Managed a portfolio of 800+ products and services while mentoring the sales team to achieve sales goals.

INTERNSHIP

JK Tyre Company 2021

- Achieved Remarkable Success as a Marketing Team Member at JK Tyre, Leading the Launch of a High-Impact Campaign that Revolutionized Brand Perception and Drove Market Expansion

PERSONAL PROJECTS

Karnataka Tourism Department

- A study on the post covid initiative by Tourism Department its impact on Tourist Perception , A special reference to Mysuru region

PERSONAL DETAILS

- Gender: Male
- Blood Group: AB+
- Marital Status: Single
- Nationality : Indian

- Note : Available Immediately

(Visit Visa Valid Date:9/9/2023 to 6/11/2023)