



Mujahid H

Regional Sales Manager

Hyderabad, India

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 [LinkedIn](#)

Professional Summary:

Experienced Sales and ERP Consultant with over 7 years of hands-on experience in selling and supporting ERP solutions in both On-premise and SaaS models.

Skilled in handling small to large business solutions across various industries.

Good at understanding business needs, suggesting the right ERP solutions, and helping increase company sales.

Strong in managing sales leads and regularly closing high-value deals.

Skilled in making attractive proposals, negotiating with clients, and building strong customer relationships.

Maintained a steady sales pipeline of INR 30 Lakhs every quarter with a 95% success rate in closing deals.

Performed better than sales targets and helped team members by guiding, motivating, and improving their skills.

Profile

To work in a growing company where I can take up challenging tasks that help me grow in my career and also help the company earn more revenue and keep customers happy.

Employment History

Senior Sales Executive, Zoho Corporation Pvt Ltd, Hyderabad

July 2023 — Present

- Has dedicatedly contributed to revenue growth from Andhra Pradesh and Telangana, with prior experience in online inside sales across India and proficiency in multiple languages.
- Handling sales for ERP software (SaaS model) for medium and large businesses.
- Created and maintained high-value sales leads and followed up to close deals quickly.
- Prepared clear proposals and handled customer discussions to close deals.
- Built strong working relationships with clients and team members.
- Maintained a regular sales pipeline of INR 30 Lakhs every quarter with 90% order closing success.
- Helped junior team members by sharing ideas, keeping them motivated, and helping them improve skills.
- Closed both small and big business deals through cold calling and proper follow-ups.

Sales Executive, Zoho Corporation Pvt Ltd, Hyderabad

January 2023

- Promoted due to strong product knowledge and good sales skills.
- Showed product demos to clients and followed up for closing deals successfully.

Senior Online Business Development Officer, Gofrugal Technologies Pvt Ltd, Hyderabad

December 2022 — December 2023

- Provided ERP solution advice for retail, distribution, and restaurant businesses.
- Handled product demos and worked with presales team to close deals.

Experienced in generating good quality leads through cold calling, follow-ups, and converting old leads into business.

Languages

English				
Hindi				
Kannada				
Telugu				
Marati				
Urdu				
Tamil				

- Worked on lead generation and sales pipeline
- Kept a healthy pipeline and completed order closures regularly.

Online Business Development Officer, Gofrugal Technologies Pvt Ltd, Hyderabad

December 2020 — November 2022

- Worked for Lead qualification, prospecting, demo followups and sales pipeline.
- Daily followups with hundreds of the leads for generating more than 7-8 prospects per day and following along with the trial experience of Mobile apps and ERP solutions.
- Regular followup with the inbound leads and converting them as prospect and assign sales team for the demo, also skilled up for the demo presentation in short time and started working with sales team closely and helped in closed good orders constantly month on month.

Technical Consultant, U S Supermarket, Bengaluru

October 2019 — November 2020

- Managed all IT systems in the supermarket, including POS and ERP software to make sure everything like pricing, offers, weighing scales, and printers ran smoothly during peak hours.
- Trained and guided team members on POS billing, purchase, indent, pricing, offers, CRM tools, and accounting to improve their skills.
- Helped grow the business from 1 store to 4 stores by using the right technology.
- Supported the business in going online by coordinating with an external IT company for e-commerce website development.

Product Consultant, SSR Weighing Solutions Pvt Ltd , Bengaluru

April 2017 — October 2019

- Worked as a Product Consultant for installing ERP software like Gofrugal, NukkadShop, and BillTouch at client locations.
- Well-skilled in integrating ERP systems with barcode printers, thermal printers, scanners, weighing scales, and cash drawers, and customizing them as per client requirements.
- Provided both onsite and remote support to customers to ensure quick and smooth service delivery.
- Contributed to customer satisfaction by offering prompt support as SSR Solutions partnered with multiple hardware brands and ERP software providers.

Education

B.E (Computer Science and Engineering)), University Visvesvaraya College of Engineering, Bangalore

2012 – 2017

Result: 62.77%

Pre-University Course(PUC), Shaheen Indp PU College, Bidar

2010 – 2012

Result: 85.83%

SSLC, Vidhata High School, Anekal

2009 – 2010

Result: 85.56%

Key Skills

Expertize in Retail, Restaurant and Distribution ERP and Mobile Apps

Has managed various clients from different verticals by providing successful solutions to their business needs and generating high value orders to the company.

Sales Lead Management

Has successfully worked for leads generation from both online and field visits, and converting as prospect- demo and demo-order. with success rate of 70%.

Proposal Making & Client Handling

Preparation of proposals for enterprise clients, covering all aspects of the business—including discovery call insights, demo presentation flow, detailed ERP module descriptions, current challenges and proposed solutions, added value propositions, and customer references.

Problem Solving & Solution Selling

Understanding client requirements clearly through discovery calls and proposing the right solution during demos—both individually and with the support of the Presales team.

Customer Relationship Handling

Lead Generation & Cold Calling

Team Support & Collaboration

Zoho Suite (CRM, Books, Commerce, Zakya POS), WordPress, WooCommerce, Shopify

POS and Hardware Device Integration

Software and Technical Skills

ERP Systems

- GoFrugal ERP for Retail , Restaurant and Distribution, NukkadShop, Zoho POS, Zoho CRM, Zoho Books, Zoho Commerce, Various Mobile Apps for Business needs
- Standalone and Enterprise Business on-premise and SaaS Solutions

Software Tools

MS Excel, Word, PowerPoint, Adobe Tools, CorelDraw, Zoho Sheets, Zoho WorkDrive, Zoho People, Zoho Creator, Zoho Mail, Zoho Cliq etc.

Technology Skills

POS Devices, OS trouble shooting, Thermal Printers, Barcode & Weighing Devices. Network configurations.

Declaration :

I hereby declare that the information provided above is true to the best of my knowledge.