

Muhammed Afsal

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SUMMARY

Results-driven professional with a **Diploma in Instrumentation Engineering** and a proven track record in technology sales. Successfully transitioned from a technical background to a customer-facing role, utilizing specialized knowledge to drive sales and provide expert product guidance.

WORK EXPERIENCE

Sales Executive at Vivo

Sep 2024 - Present

Currently focused on sales and customer engagement for **Vivo** smartphones, leveraging a technical background in instrumentation to provide detailed product information and meet sales targets.

Sales Executive at MyG

Dec 2021 - Aug 2024

Represented the **TCL** brand, specializing in the sales of consumer electronics. Applied a solid understanding of instrumentation principles to effectively explain product features and benefits to customers, resulting in strong sales performance.

Apprenticeship at OEN India Ltd

Feb 2020 - Nov 2021

Completed comprehensive training in the assembly and calibration of electromagnetic relays for diverse applications, such as automotive controls, military equipment, industrial automation, and consumer electronics. The training also included the manufacturing of switches, as well as specialized skills like contact welding, coil winding, and the use of various precision measuring instruments.

EDUCATION

2020 Diploma from Govt Polytechnic, Cherthala

(GPA: 7/10)

2016 Class 12th Kerala State Board

2014 Class 10th Kerala State Board

INTERNSHIP

2018 The Kerala Minerals and Metals Ltd, Kollam

Duration : 1 Month

CERTIFICATION COURSE ATTENDED

2019 Training in Industrial Automation in hydraulic and pneumatic controls from BOSCH Rexroth

SKILLS

Technical Skills : Instrumentation, Technical Sales.

Sales and Business Skills : Sales Strategy, Customer Service, Product Demonstration, Retail Operations, Lead Generation.

Soft Skills : Communication, Problem-Solving, Adaptability, Interpersonal Skills, Goal-Oriented.