

Goal-oriented Sales Executive with 6 years of experience in sales. Proven leader with excellent salesmanship, negotiation and closing skills. Known for great presentations and skill at increasing audiences to optimize sales.

Work History

Sales Cum Accountant

Jun 2022 – Currently

Smart Connection FZCO, Dubai

- Responsible for General Accounting Works.
- Handle admin task and company accounts.
- Prepare invoices, receipt, and accounting reports.
- Performing account Payable and Receivable process.
- Supporting for sales and Office Administration work.
- Writing reports and other documents.
- Manage/Monitor logistics and resources.
- Responsible for providing secretarial service.
- Responsible for handling telephone/fax and be responsible for all incoming calls/faxes and communicating to relevant persons and project.
- Preparation of Sales and Commissions report commission forecast and analysis.

Real Estate Officer

Mar 2017 – Dec 2021

Reliance JIO, India

- Identification, Sourcing and on boarding of channel partner for Jio Fiber.
- Manage end to end channel partner life cycle at unit level.
- Provide necessary on the job training and performance coaching.
- Achieve sales target for FTTH business at unit and at individual channel partner Level.
- Drive sales through channel partner and alternate channel.
- Maintain desired level of Customer & Channel Satisfaction Index.
- Build relations with local authorities and handle any unforeseen situations and escalations.

Sales Executive

Dec 2015- Jan 2017

Bhatia Traders LLC Duty Free Shop, Dubai, UAE

- Create a pleasant customer experience by greeting and engaging our valued customers.
- Emphasis on selling and revenue maximization.
- Present promote and sell products/Services using solid agreements to existing and prospective customers.
- Ability to work in a fast-paced environment.
- Accurately describe product features and benefits.
- Good team player with ability to build and maintain relationships.
- Ability to demonstrate professionalism and enthusiasm.
- Communicating with staff, suppliers and clients about a project, event or campaign.
- Collaborating with teams in other departments to allocate budgets and resources.

Demonstration Sales Specialist

2015

Oct 2013 – Oct

Bose Corporation, India-Mumbai

- Create a pleasant customer experience by greeting and engaging our valued customers.



MOHSIN SHAIKH

Contact

Address

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Skills

- Self-motivated and driven by targets
- Team work and Collaboration
- Consultative Sales Techniques
- MS Office
- Sales & Marketing
- Administration
- Professionalism and strong work ethic
- Oral and Written Communication Skills
- Leadership
- Inventory Assessment

Personal Details

- Date of Birth: 01/07/1991
- Nationality: Indian
- Marital Status: Single
- Languages: English, Hindi
- Passport Expiry – Nov 2025
- Visa Status: Employment visa
- Religion: Islam
- Gender: Male

- Set up and break down display and presentation tables.
- Present products in a clean and organized manner.
- Answer customer questions about the benefits of our products.
- Closing sales and working with client through closing process.
- Ability to demonstrate professionalism and enthusiasm.
- Creating and maintaining a list/database of prospect clients.

Education

- Completed **Bachelor of Commerce from Mumbai University** in 2013.
- Completed **schooling from State Board.**

