

Mohamed Haneef

Sales Account Executive

My Contact

mhaneef160@gmail.com

+971 50 760 0534

Deira, Dubai,UAE

linkedin.com/in/haneefrauf

Skill

- Persuasive Speaking
- Team Working
- Leadership
- Clear Communication
- Work on tight deadlines
- Taking Responsibility
- Patience
- Effective Listening
- Willingness to Improve
- Fast Learner
- Positive Attitude (Self Confidence)

Qualities

- Product Knowledge in Handling Indian and Japanese spare parts brands.
- High Emotional Intelligence.
- Problem-Solving through Strategic Thinking.
- Sharing and collaborating effectively with others.
- Politely handling customers with a customer-oriented mindset.
- Strong Leadership Ability to lead teams.
- Ability to work under minimum supervision.
- Friendly and Respectful. Detail-Oriented. Possesses industry knowledge.

About Me

Dynamic and results-driven Sales Account Executive with a proven track record of driving revenue growth and exceeding sales targets. Leveraging a strategic approach to client relationships, I excel in identifying opportunities, developing effective sales strategies, and delivering compelling presentations

Professional Experience

ISMMART General Trading LLC| Sales Executive
2023 – Present - Dubai, UAE

Key responsibilities:

- Identify and prospect potential clients or customers.
- Conduct market research to understand industry trends and opportunities.
- Develop and implement strategies to acquire new business.
- Build and maintain strong relationships with existing clients.
- Present products or services to clients

Rent It Online Portal LLC | Key Account Executive
Sep 2022 – Jan 2023 - Dubai, UAE

Key responsibilities:

- Secured high-value accounts through consultative selling, effective customer solutions, and promoting compelling business opportunities.
- Analyzed key competitors to respond to competitive threats.
- Created sales forecasts to target daily, monthly and yearly objectives.
- Build a diverse and consistent sales portfolio.
- Achieved company defined sales quotas.

Lanka Motor Stores (PVT) LTD | Sales & Business Executive *Apr 2017 – Jun 2015 - Sri Lanka*

Key responsibilities:

- Handling all brands of spare parts such as suspension parts, electrical parts, Filters (Oil, Air, petrol), Engine Mounts and bush items, Bearings, Accessories and etc.
- Analyzing and maintenance of Sales, Inventory, and purchases to meet the budgeted profit on a periodical basis.
- Ensure customer satisfaction collaboration with CSV objectives to
- achieve creating reports catering to management.
- Ensuring all necessary parts are stocked and ready for purchase.

LOLC Finance PLC| Marketing Officer
Oct. 2015 - Feb. 2017 - Sri Lanka

Key responsibilities:

- Creating awareness among new prospects of the product
- portfolio AlFalah range by using the most suitable promotional mix.
- Promoting our services to the customers by using proper communication methods based on their requirements.
- Handling customer inquiries and providing the most relevant
- Committed to achieving branch base sales target on IBU.
- Undertaking promotional campaigns among corporate and business clients.

Professional Qualification

DEC 2017
CHARTERED INSTITUTE OF MARKETING CIM-UK
Strategy Business School, Colombo, Sri Lanka
Intermediate Level (Reading)

JAN 2015 TO DEC 2017
POST GRADUATE DIPLOMA IN MARKETING

Academic Qualifications

AUG 2013
GENERAL CERTIFICATE OF ADVANCED LEVEL EXAMINATION
Conducted by the Department of Examination Sri Lanka.
(Kg/Mw Zahira College, Mawanella, Sri Lanka).
DEC 2010
GENERAL CERTIFICATE OF ORDINARY LEVEL EXAMINATION
Conducted by the Department of Examination Sri Lanka. (Kg/Mw Zahira College, Mawanella, Sri Lanka).

Achievements

- Conducted research on the "Impact of Poor debt collection on Sales Performance" by using the secondary data collected from Jeewa Rice products in the Eastern Region.
- State Level Interschool Competition 2012 – Volleyball Champion.
- Provincial Level Interschool Basketball Competition 2012 – Runner Up.
- Provincial Level Interschool Basketball Competition 2010 – 2011 – Second Runner Up.

Computer Literacy

- MS Office
- Internet (social media) and Email
- Microsoft Project
- Data Manipulation and Analysis
- Canva