

CONTACTS

+971 562612007

faizanahamad646@gmail.com

7 years 9 months

Indian

Hindi, English, Arabic

Sharjah, United Arab Emirates (UAE)

KEY SKILLS

- Product Knowledge
- CRM
- Negotiation Skills
- Cold Calling
- Target Oriented
- Communication Skills
- Sales & Marketing
- Active Listening
- Time Management
- B2B Sales Experience
- Inventory Accuracy
- Customer Service
- Sales and Marketing
- Stocks
- Records Management

ONLINE PROFILES

• LinkedIn

IT SKILLS

- MS Office (Word, Excel, PowerPoint)
- Email & Internet Browsing
- Data Entry & Typing
- CRM data entry and reporting

FAIZAN SARTAZ AHAMAD

Sales Executive

Experienced Sales Executive with a strong background in the automotive spare parts and lubricants industry, offering 7+ years of successful territory sales and client management. Demonstrated expertise in technical product knowledge, solution-based selling, and building long-term partnerships with garages, workshops, and fleet operators. Goal-oriented with a consistent record of exceeding sales targets. Excellent interpersonal skills and deep understanding of UAE market dynamics.

PROFESSIONAL EXPERIENCE

Ghassan Aboud Group

Sales Executive

> **Sep 2025 - Present | Dubai, United Arab Emirates (UAE)**

Job Title:
Sales Executive
Department:
Sales & Marketing
Reporting To:
Sales Manager / Area Sales Manager
Job Purpose:
To drive revenue growth by selling products/services, acquiring new customers, and maintaining strong relationships with existing clients. The Sales Executive plays a key role in identifying opportunities, presenting product solutions, and achieving sales targets.
Key Responsibilities:
Identify and approach potential clients through cold calls, visits, and referrals.
Understand customer needs and recommend suitable products or solutions.
Generate and follow up on leads to convert them into successful sales.
Achieve monthly and annual sales targets set by the company.
Prepare and deliver effective product presentations and quotations.
Maintain relationships with existing clients through regular followups.
Collect market intelligence and monitor competitor activities.

ANWAR ALRIFAI AUTO SPARE PARTS

Sales Executive

> **Sep 2020 - Sep 2025 | Sharjah, United Arab Emirates (UAE)**

Sales Executive
Key Responsibilities:
Identify and approach potential clients through cold calls, visits, and referrals.
Understand customer needs and recommend suitable products or solutions.
Generate and follow up on leads to convert them into successful sales.
Achieve monthly and annual sales targets set by the company.
Prepare and deliver effective product presentations and quotations.
Maintain relationships with existing clients through regular followups.
Collect market intelligence and monitor competitor activities.
Ensure timely invoicing, payments, and aftersales support.
Maintain accurate records of sales activities using CRM tools or reporting formats.
Coordinate with the logistics and operations team to ensure timely delivery.
Key Skills & Competencies:
Excellent communication and interpersonal skills.
Strong negotiation and closing skills.
Product knowledge (especially auto spare
re parts).
Valid UAE driving license.

FARAS DESIGN

Sales Accountant

Jun 2018 - Sep 2020 | Al Ain, United Arab Emirates (UAE)

- Maintained clients account and daily sales records
- Prepared quotations and managed petty cash
- Handled showroom customer enquiries and followups
- Assisted in basic bookkeeping and admin tasks

EDUCATION

Bachelor of Commerce - Commerce

MJP ROHILKHAND UNIVERSITY, India

2017

DRIVING LICENCE

VALID UAE DRIVING LICENCE