



FARHAN MOHAMED

SENIOR SALES EXECUTIVE

CONTACT

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Near emirates post,
Hor al anz,
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EDUCATION

2016

VISVESARAYA

TECHNOLOGICAL UNIVERSITY

- Master of Business Administration

2013

MYSORE UNIVERSITY

- Bachelor of Business Administration

SKILLS

- Project Management
- Public Relations
- Teamwork
- Time Management
- Leadership
- Effective Communication
- Critical Thinking

LANGUAGES

- English ●●●●●
- Hindi ●●●●●
- Urdu ●●●●●
- Kannada ●●●●●

CAREER OBJECTIVE

I am seeking opportunities to join a company that can help me in enhancing my skills, strengthening my knowledge and realizing my Potential. I am willing to explore a wide variety of opportunities that can help me gain perspective.

WORK EXPERIENCE

A. M. Z. Marketing, INDIA

APR 2023- APR 2024

SENIOR SALES EXECUTIVE / ASSISTANT DUTY MANAGER

- Setting sales goals and developing sales strategies.
- Researching prospects and generating leads.
- Contacting potential and existing customers on the phone, by email, and in person.
- Handling customer questions, inquiries, and complaints.
- Preparing and sending quotes and proposals.
- Managing the sales process through specific software programs.
- Building and maintaining a CRM database.
- Meeting daily, weekly, and monthly sales targets.
- Participating in sales team meetings.

LALS GROUP UAE

MAR 2021 - MAR 2023

SENIOR SALES EXECUTIVE

- Handling all questions, information requests, and complaints regarding membership.
- Processing membership applications, renewals, and resignations.
- Maintaining and updating membership records.
- Assisting with member communication activities.
- Collecting data, tracking membership statistics, and preparing reports.

PRACTO TECHNOLOGIES

AUG 2019 - DEC 2020

CENTRAL ACCOUNT MANAGER

- Providing Onboarding and Optimization support through 1:1 education and online training, along with setting up campaigns for new and existing Advertisers. Allocating advertising budget of clients depending on their advertising goals.
- Working with Account Management, Sales & Marketing and Product teams to identify and solve issues blocking advertiser performance.
- Understand Performance Advertising and uses various tools and techniques to fix campaign set-up and provide related campaign optimization support.

ABOUT ME

- Date of Birth : 01.08.1990
- Nationality : India
- Gender : Male
- Marital Status : Married
- Passport No : R7119563
- Date of Expiry : 12.12.2027
- UAE Driving License : Yes
- DL No :4191329

- Managed up to \$50000 of advertising budget combining of all the clients.
- Serves as the main point of contact for Advertisers and act as an enabler to their sales & marketing initiatives via 1:1 outreach.
- Respond promptly & accurately to advertiser queries and help them resolve issues with regards to their advertising campaigns.
- Taking complete ownership for a portfolio of accounts
- - Standard and High Value advertisers.
- Analyzing data trends and creating keywords lists, bids and budget suggestions.
- Gathering and analyzing data at account/campaign/industry level.

WORKSHOP

- Attended 5 day workshop in BIG BAZAAR (5 DIN MAHA BACHAT)
- Attended 5 day training program on Leadership Qualities at PEGASUS INSTITUTE (Dehradun)
- Attended 1 day training program with respect to TEAM BUILDING at Australasia, Singapore.
- Participated in Train the Trainer (T.T.T.) Program and Certified to be a Trainer.

DECLARATION

- I hereby declare that all the information mentioned above is true to the best of my knowledge and belief

Farhan Mohamed