

MUHAMMED NOUFAL

SALES EXECUTIVE

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PROFESSIONAL SUMMARY

Results-driven and highly motivated Sales Executive with 9 years of proven experience in the Saudi Arabian market. Expert in developing strategic sales plans, building strong client relationships, and consistently exceeding revenue targets in competitive industries. Skilled in lead generation, negotiation, and closing deals, with a strong focus on customer satisfaction and retention. Adept at analyzing market trends and competitor activities to identify new business opportunities. Demonstrates excellent communication, interpersonal, and problem-solving skills while maintaining the highest level of professionalism and confidentiality. Committed to driving business growth and contributing effectively to organizational success.

RELEVANT EXPERIENCE

Senior Sales Executive

Capital Choice Trading Co., Dammam, Saudi Arabia

2016 – Present

- Respond to customer inquiries and provide timely and accurate information.
- Handle customer feedback and ensure service recovery with professional follow-up.
- Consistently meet or exceed weekly and monthly sales and collection targets.
- Maintain and grow client relationships through regular calls and emails.
- Understand customer business models to recommend relevant solutions.
- Schedule and conduct client meetings to identify and pursue new business opportunities.
- Track and analyze personal sales performance to optimize productivity and meet KPIs.

Sales Executive

Pulimoottil Silks, Ernakulam, India

2014 – 2016

- Delivered excellent customer service and product guidance in a retail environment.
- Assisted in achieving branch sales targets through active customer engagement.
- Collaborated with the team to execute promotional campaigns and upselling strategies.
- Maintained clean visual merchandising standards to support brand image.

Sales Executive

Silicon Footwear, Ernakulam, India

2013 – 2014

- Managed day-to-day retail sales operations with a focus on customer satisfaction.
- Handled product inquiries and guided customers in purchase decisions.
- Supported inventory management and reported on product movement.

SKILLS

- Sales Planning
- Client Management
- Lead Generation
- Negotiation
- Closing Sales
- Market Research
- Customer Service
- B2B and B2C Sales
- Account Management
- CRM Tools
- Communication Skills
- Teamwork
- Problem Solving
- Time Management
- Confidentiality

LANGUAGES

English

Arabic

Hindi

Tamil

Malayalam