



MUHAMMED MUFEEN

CONTACT

📍 Dubai, UAE
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SKILLS

- Good organizing Skill
- Hardworking and Responsibility
- Customer friendly attitude.
- Lead development.
- Persuasion and negotiation.
- Operations
- Systems and software programs

ADDITIONAL INFORMATION

Passport Number

N6979980

DOB

23/12/1991

Marital Status

Married

Nationality

Indian

UAE Driving License

Manual Light Vehicle 3 - Dubai

LANGUAGES

Malayalam, Hindi, Tamil, Kannada:

Native language

English:

B2

PROFESSIONAL SUMMARY

A challenging position in an esteemed & progressive organization is my ultimate ambition. As an enthusiastic and self-motivated individual possessing the ability to adapt very quickly to change in an ambience completely different to my present atmosphere.

WORK HISTORY

Sales and Marketing Specialist 04/2022 - Current
Mastermed Equipment Trading LLC - Abu Dhabi & Al Ain, UAE

- Develop new and grow existing relationships with clinical staff, nurses, and physicians; leverage customer relationships to increase sales revenue in territory.
- Presenting company products to potential and existing customers and persuading them to make purchases.
- Identifying customers' needs and recommending company products that best fulfill those needs.
- Maintaining solid working relationships with new and existing customers by providing excellent after-sales service.
- Use our established prospect database to develop and maintain an ongoing record of existing and potential customers in the CRM.

Sales Executive 09/2021 - 02/2022
Diatech Medical Supply - Dubai, UAE

- Presented new product lines to key medical and healthcare professionals.
- Effectively handled daily customer meetings, sales calls and account management tasks, improving sales efficiency.
- Analysed industry and competitor trends to enhance sales strategy.
- Coordinated with purchasing teams to negotiate and secure profitable contracts with key clients.
- Experience in cloud software and SaaS application for business(Zoho and Cumulus ERP).

Sales Executive 11/2018 - 08/2021
Pristyn Equipment Trading LLC - UAE & OMAN

- Maintain and develop relationships with new and existing customers in person and via telephone.
- Created professional sales presentations to creatively communicate product quality and market comparisons.
- Make accurate, rapid cost calculations and providing customers with quotations.
- Perform Cost- benefit and needs analysis of existing/potential customers to meet their needs.
- Proven Experience as billing clerk or General accounting Experience (Maxx ERP).
- Planned logistical operations for safe transportation, storage and sale of goods.
- Maintained detailed and current records of inventory, personnel activities and business finances.
- Managed stock within set minimum and maximum levels to serve customers without over-extending finances.
- Pursued new business opportunities by forging strong networks and contacting potential buyers.

Salesman

07/2017 – 05/2018

Subhash Medicals – Bangalore, India

- Organizing the pharmacy in an efficient manner to make the identification of products easier and faster
- Maintaining full control Over delivering, stocking and labeling medicine and other products
- Listen carefully to customers to interpret their needs and issues and offer information and advice
- Information as well as promotions and stock levels
- Keep records of patient history and of all activities regarding heavy medication.
- Interpreted and processed medication orders, maintaining stock of medications and supplies for expected demand.

Purchasing and Sales

03/2015 – 12/2016

Fashion for Men – Mannarkkad, India

- Men's apparel shop.
- Monitored and evaluated market trends to best-meet demand.

EDUCATION

Certificate of Higher Education: Biology, Science, 2009

Directorate of Higher Secondary Education – Kerala, India.

REFERENCES

Available on request.

DECLARATION

I hereby declare that the information furnished above is true to best of my knowledge and belief.