

MOHAMMAD FAIZAL

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PROFESSIONAL SUMMARY:

A results-driven Senior Sales Manager with over 5 years of experience in driving revenue growth and managing high-performing sales teams. Expertise in developing and implementing strategic sales plans, leading market expansion initiatives, and building strong client relationships. Proven track record in meeting and exceeding sales targets in competitive markets. Highly skilled in negotiation, closing deals, and maintaining customer satisfaction to ensure long-term business success.

EXPERIENCE:

Sr. Sales Manager

Matrubhumi

Sept 2023 – Jun 2025

Key Job Responsibilities-

- Analyzing the market to find customer needs and potential areas for business growth.
- Developing and implementing sales plans.
- Allocating budgets for sales activities.
- Building and maintaining strong relationships with key clients.
- Monitored and reconciled sales transactions, ensuring accuracy in billing and compliance with financial protocols
- Regularly reporting on sales performance, market trends.
- Handling high levels negotiations with customers to close deal.
- Recognized for exceeding monthly sales targets consistently while maintaining high standards of customer service.

Sales Manager

Advance Agro Engineering

Dec 2020 – Jul 2023

Key Job Responsibilities-

- Maintaining the cash register.
- Getting new tenders and supply orders.
- Managed client relationships and upsold agricultural products and services, contributing to a 20% increase in quarterly revenue.
- Looking after the execution of supply and delivery of the machines.
- Analyzed sales data and customer trends to inform inventory decisions, reducing stock discrepancies by 25%.
- Maintains Staff recruiting and onboarding process.

EDUCATION:

Bachelor in Business Administration

Khallikote Autonomous College

2020 - 2023

Diploma in Quality Control

Rabiya Technical Institute and Placement Council

2019-2020

Intermediate(+2)

Karim City College

2017-2019

Matriculation

St. Joseph's Convent School

2007-2017

SKILLS:

- Excellent Communication Skills
- MS Office, MS Word, MS Excel
- Photoshop CS7
- Leadership, Team Management, Interpersonal Skill
- Sales Operation, Process Management Analytical and Decision Making
- Financial Management, Market Analysis, Relationship Building, Data Analysis

CERTIFICATIONS:

- Fundamental of Digital Marketing Google Digital Garage
- Domestic Data Entry Operator-English National Skill Development Corporation