

MUHAMMAD MOHSIN ALI

Sharjah, UAE

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 LinkedIn  Portfolio

EDUCATION

Master of Business Administration

Jaipur National University (BIMS, Dubai)

Bachelor of Arts

University of the Punjab (Lahore, Pakistan)

EXPERIENCE

Operations and Sales Manager

2022-Currently working

- Since 2022, I have been working as a Manager at Al Rabeh Heavy Equipment Spare Parts, where I supervise staff, train new team members, and oversee daily office operations. My responsibilities also include ensuring smooth workflow, enhancing team performance, and maintaining high standards of customer service.

Sales Executive

June 2019 - Sep 2022

- As a Sales Executive at Al Rabeh Heavy Equipment Spare Parts in UAE and OMAN, I have consistently exceeded sales targets and contributed significantly to revenue growth. My role involves managing key client accounts, building strong relationships, and providing technical expertise to address customer needs.

Sales Manager

Sep 2015 - Mar 2018

- I have played a pivotal role in propelling the Seiko Filters industry to new heights in the market. My impactful contributions include representing the company across various countries and spearheading successful launches and distribution strategies for new products nationwide. Regularly visiting the company's potential customers, I analyzed market trends and customer feedback to identify the need for new products, leading to strategic product development and successful market entry.

Sales Executive

July 2012 - Sep 2015

- As a Sales Manager at Seiko Filters industry, I significantly increased sales by actively engaging with both new and existing clients through regular visits. My proactive approach to identifying and cultivating new customer relationships played a key role in expanding the company's market presence and boosting overall sales performance

PROJECTS

• Expanding Market Share in Dynamic China

Successfully identified and cultivated a robust portfolio of new clientele in the dynamic market of China. In the Purchase Project, I strategically procured new products from reliable suppliers, ensuring they aligned with the company's needs. My efforts in sourcing and negotiating with these suppliers were instrumental in enhancing our product offerings and driving cost efficiency, marking a significant milestone in expanding our market share and fortifying the company's foothold in the

thriving Chinese business landscape.

- **Dynamic Leadership in Oman**

Stepped into the role of Manager at the OMAN branch, leading initiatives to expedite sales, forge new customer relationships, and present innovative benchmarking ideas. Conducted comprehensive training sessions for new staff, fostering a dynamic workforce. These efforts not only propelled sales growth but also solidified the company's position as a key player in the Omani market.

- **Staff Recruitment and Onboarding**

In the UAE and OMAN projects, I spearheaded the recruitment and onboarding process, successfully hiring new staff members and conducting comprehensive interviews. I developed an effective onboarding program that enhanced new team integration and performance, contributing to the improvement in team efficiency. My efforts in streamlining the hiring process and providing targeted training significantly boosted overall team productivity.

- **Sales Executive - UAE Project**

As a Sales Executive in the Dubai project, I played a crucial role in boosting sales by identifying and securing new business opportunities. I successfully connected with new customers, expanding the client base and driving a significant increase in regional sales. My strategic approach to market penetration and relationship building significantly enhanced the company's presence in the UAE.

- **Strategic Market Expansion: Navigating and Innovating in Pakistan**

Hosting in-depth meetings with existing and potential clients. Recognizing an unmet demand, I facilitated the successful launch and widespread distribution of new products throughout Pakistan. This strategic alignment with market needs not only fortified the company's position but also elevated customer satisfaction. By proactively expanding the product portfolio and ensuring targeted outreach, I played a crucial role in advancing the company's foothold in the whole of Pakistan.

SKILLS

Sales and Marketing Strategy, Operations Management, International Business Development, Customer Relationship management, Team Leadership and Training, Market Expansion and Penetration, Project Management.

INTERESTS

Leadership Development, Market Expansion Strategies, Continuous Learning in Business