






Personal details


 Sayad Saif Ali


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 +916371590456

 Odisha, Sundargarh
770001 Sundargarh

 September 6, 1999

 Yes

 Male

 Indian

Skills

Distributors Management , ●●●●●●

Channel Sales ●●●●●●

Market Analysis ●●●●●●

Active Listening ●●●●●●

Relationship Building ●●●●●●

Product Knowledge ●●●●●●

Languages

Hindi, ●●●●●●

English ●●●●●●

Odia ●●●●●●

Hobbies

■ Traveling

■ Book Reading

Education

10th 2016
Sri Aurobindo School, Sundargarh

Inter +2 2016 - 2018
Prayas Junior College, Sundargarh

B.com 2019 - 2021
Sambalpur University, Sundargarh

MBA 2021 - 2023
Gangadhar Meher University, Sambalpur

Experience

MSR (Mechanical Sales Representative) Apr 2023 - Present
Fleetguard Filters Pvt Ltd, Balangir
Holding a more then 4 years experience in automobile industry

- Developed and maintained strong client relationships to drive sales and customer satisfaction in the mechanical sector.
- Identified new business opportunities and expanded market reach through strategic sales initiatives.
- Conducted regular product presentations and training sessions to educate customers on the features and benefits of mechanical products.
- Analyzed customer needs and provided customized mechanical solutions to meet their specific requirements.
- Provided comprehensive training and product knowledge sessions to distributor sales teams to ensure accurate product representation
- Built and nurtured long-term relationships with key mechanical industry clients, resulting in repeat business and increased sales volume.

DSR (Distributor Sales Representative) Feb 2021 - Mar 2023
Fleetguard Filters Pvt Ltd, Sambalpur

- Developed and maintained strong relationships with distributors to increase product visibility and sales in the assigned territory.
- Coordinated with distributors to implement marketing strategies and promotional activities to boost sales.
- Monitored market trends, competitor activities, and customer feedback to identify new business opportunities.
- Managed inventory levels with distributors to ensure optimal stock availability and timely replenishment.
- Collaborated with the supply chain team to ensure timely delivery of products to distributors, minimizing delays and stockouts.
- Implemented strategic sales plans by collaborating closely with distributors to maximize product reach and customer engagement.