





SHIYAS MOHAMED

SALES CONSULTANT

Results-oriented Sales Consultant with a wealth of experience in WPS registration and compliance, Forex transactions, and corporate financial services. I aim to utilize my skills in client relationship management, rate negotiation, and the promotion of value-added services (VAS) to foster organizational growth, improve client satisfaction, and boost revenue. Dedicated to providing precise, efficient, and innovative solutions while establishing lasting partnerships with clients.

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 shiyasmohd13@gmail.com

 Dubai, UAE

EDUCATION

- Diploma in Civil Engineering
Minerva Institute of Engineering, Thrissur, Kerala
- Plus Two
Aims Institute of Secondary Education, Kozhikode
- 10th Grade
RMVHS Secondary School, Government of Kerala

SKILLS

- Product knowledge
- Client acquisition and retention
- Goal setting and forecasting
- Closing sales
- Written and verbal communication
- Self-motivation
- Organization
- Time management
- Attention to detail

LANGUAGE

- English
- Arabic
- Hindi
- Malayalam

EXPERIENCE

SALES CONSULTANT

LULU INTERNATIONAL EXCHANGE 2020 - 2025

- Oversaw Forex transactions, offering competitive rates and ensuring precise execution.
- Provided fast, exceptional, and error-free remittance services to customers.
- Managed WPS (Wage Protection System) registration and compliance, facilitating smooth payroll processing and adherence to labor laws for corporate clients.
- Delivered comprehensive WPS services, including onboarding, compliance assistance, and issue resolution for corporate clients.
- Negotiated and secured rate agreements with corporate clients, building long-term relationships.
- Supervised corporate transactions, ensuring accuracy, promptness, and compliance with regulations.
- Promoted value-added services such as bill payments, remittance solutions, and exclusive offers.
- Held client meetings to assess needs, provide customized solutions, and close deals.
- Met and exceeded sales targets, driving business growth and enhancing client retention.

SKILL

- Forex Trading and Rate Negotiation
- WPS Registration and Compliance
- Corporate Financial Management
- Building Client Relationships
- Promoting Value-Added Services
- Developing and Executing Sales Strategies
- Conducting Market Research and Analysis
- Providing Customer Service and Support
- Problem Solving and Decision Making
- Communication and Negotiation Skills

DECLARATION

I sincerely believe that the above mentioned facts are true to my knowledge and belief.

Regards,

SHIYAS MOHAMED