

MUHAMMED JASEEM

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UAE DRIVING LICENSE

License No: - 4397717
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SKILLS

Administrating, Supervising
Strong Decision Maker,
Team Management,
Leadership, Customer Service,
MS Office, Communication
Skill, Time Management , Data
entry, Report writing, payroll
processing, ERP system,
Assessment scheduling, Inter
personal skill, Self-motivated,
goal oriented, organizational
skill, product knowledge, sales
negotiation skill, Relationship
building skill .

LANGUAGES

Fluency in English, Hindi, Tamil
& Malayalam

PERSONAL DETAILS

Date of birth : 23 / 11 / 1996
Nationality : Indian
Passport No : R1838466
Marital Status : Single
Gender : Male
Visa Status : Residence visa

PROFESSIONAL SUMMERY

To work for an organization that gives scope to update my knowledge and skills in accordance to the latest trends and be a part of the team that dynamically work towards growth of the organization and gain satisfaction.

EXPERIENCE

SALES MAN CUM STOCKER

FEB 2020 - PRESENT

MAJID AL FUTTAIM HYPERMARKET LLC – DEIRA, DUBAI

- Sell FMCG product meet given volume or value target.
- Following steps of the call and build good relationship with customers by providing on time/Excellent service.
- Following journey plan, service all customers, and do merchandising by applying FIFO method to avoid/reduce any expiry/damages in the outlet.
- Retain old/existing customers & identify/sell to new outlets and add to the existing customer base.
- Provide feedback about his territory customers, competitive activity and product performance to assist in the development of marketing plans.
- Develop the outlets & place racks in prime locations and sell full range of products by implementing the Plano gram.
- Working closely with the delivery and merchandising departments to ensure top quality service.
- Prepared daily cash deposits to move funds to financial institution.
- Completed daily records updates to track sales and accurate payment totals.

SALES EXECUTIVE

JAN 2018 – AUG 2019

THE MODERN TRADE PVT LTD – INDIA

- Keeping in contact with existing customers in person and by phone.
- Recording orders and sending details to the sales office.
- Making appointments with and meeting new customers.
- Communicated with the finance team to ensure for timely collections and avoid overdue payments from the clients.
- Manage the day to day sales activities to achieve sales target through profitable business relationships.
- Prepare daily sales reports and share with line manager during reporting time.
- Collect market feedback in changing conditions and share with line manager during reporting time.
- Execute daily sales routes to reach potential customers within the assigned territory.
- Promote and sell FMCG products to retail outlets, ensuring optimal product visibility and availability.

EDUCATION

BACHELOR OF COMMERCE – B.COM FINANCE

2014-2017

Calicut University – India

PROFESSIONAL 6 MONTH COURSE

(Aug-Jan) 2018

Logistic (Documentation) - India