

Ummer Farook

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Sharjah (United Arab Emirates)



Career Objective:

Seeking a challenging position as a **Sales Executive** in a progressive organization offering a challenging job that commensurate with my qualification and experience whereby I can utilize my talents and skills acquired for enhancing career prospects to contribute for betterment of the organization employed in.

Profile Summary:

- **5+** years of overall experience in Sales & Marketing in India & UAE with reputed organizations.
- Hold a valid **UAE Driving License** for Light Vehicles.
- Have excellent planning, organizing, coordination and customer service skills.
- Strategic, logical and reliable; enjoy the challenge of resolving long term issues and influencing revenue positive outcome.
- Enjoy opportunity to think "outside the box" deriving new solutions to old problems through strategic information gathering and data collection.
- Expert in monitoring and tackling obstacles, resolving issues related to sales errors.
- A committed team player, high standards of communication skills to establish positive interpersonal relationship.

Employment History:

Sales Executive

TECNO Mobiles

Safari Mall - Sharjah, UAE

Jul 2019 – Sep 2022

Outdoor Sales Executive

Sep 2022 – Feb 2023

Job Profile:

- Offering and selling products and services within the branches.
- Understand customer needs and requirements.
- Closing sales and achieving sales target.
- Keeping up with product and services information and updates.
- Demonstrate and provide information on promoted mobile phone products
- Create a positive image and lead consumers to use it
- Distribute product samples, brochures, flyers etc. to source new sales opportunities
- Identify interest and understand customer needs and requirements
- Set up booths or promotional stands and stock products
- Team up with co-workers to ensure proper customer service
- Suggest ways to improve sales (e.g. planning marketing activities, changing the store's design)
- Build productive trust relationships with customers

Sales Executive
Bharath Auto Cars Pvt. Ltd.
Mangalore, India

May 2017 – Apr 2019

Job Profile:

- Greet customers arriving at the dealership
- Showcase the dealership's vehicles and explain their features and warranties to customers
- Answer customer questions about cars, financing and purchase process
- Accompany customers on test drives, collecting licenses and documentation beforehand per best practices
- Negotiate car prices and trade-in values for customers' vehicles
- Coordinate with the finance department to determine each customer's financing and ownership options
- Contact past customers to ensure they are satisfied with their vehicles

Academic Qualification:

Plus 2

Government Higher Secondary – Manjaeshwar, Department of Education Kerala, India

Secondary School Leaving certificate (SSLC)

GHS Bangra Manjaeshwar, Department of Education Kerala, India

Certifications:

- **Diploma in Computer Hardware & Software**, Kerala, India.

Personal Details:

Date of Birth : 25th August 1992
Nationality : Indian
Status : Single
Visa Status : Visit Visa (Valid until **May 05, 2023**)
Languages known : English, Hindi, Malayalam & Kannada
Driving License : Valid UAE Driving License