

RESUME



ABDUL AZEEZ

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Bur Dubai , Dubai-UAE

OBJECTIVE

A hard working, determined and driven professional who has a strong desire to excel in everything he does. Able to bring an organized and systematic approach to any role, and on a more personal level. Able to maintain excellent working relationships with colleagues and customers alike. Regularly delivering above and beyond expectation. Now looking for a suitable position with an entrepreneurial company where new ideas are welcomed and key decision making is required

CORE OF COMPETENCE

- ♣ Area of Expertise: Indoor sales, Retail sales, Stock maintenance, Promote products
- ♣ Target achieving, Growth strategies and Wide sales experience
- ♣ Excellent ability to tailor work schedules to individual customer needs
- ♣ Strong persuasive skills & Superior teamwork capabilities
- ♣ Exceptional skills in handling changing customer circumstances and deadlines
- ♣ Outstanding presentation sales and closing techniques
- ♣ Skilled in communicating with different kind of customers or clients
- ♣ Excellent in written and verbal communication
- ♣ Good Interpersonal Skills & Self-motivating and hardworking.

ACADEMIC QUALIFICATIONS

- ♣ Electrical Engineering(diploma),MIT(Manipal University) Maalappuram, Kerala
- ♣ +2 (Higher Secondary School Education) Kerala, India.
- ♣ S.S.L.C – C.B.S.E (Secondary School Leaving Certificate) Kerala, India.

CAREER HISTORY

- ✚ **2months working experience as Business Development Executive at Albarsha Electronics at Al Barsha1, Dubai.**
- ✚ **1year experience in Tourism at Wayanad, Kerala**
- ✚ **1 and half years working experience as a Electronic Engineer with Kone Elevators in Bangalore**
- ✚ **1 and half years working experience as a Salesman with Bajaj Finance, Palakkad, Kerala**
- ✚ **4 years working experience as a Salesman UAE with Techorbit LLC , Jebel Ali Mall in Dubai-**
- ✚ **UAE 2 years working experience as a Salesman WITH New Orange Trading LLC in Dubai-UAE**
- ✚ **1years and 8 months working experience as Sales Manager with Lahza Fashions, Valanchery, Kerala**

Duties & Job Responsibilities:

- ♣ Served multiple customers, discovered their needs, and made recommendation to generate sales
- ♣ Attracts potential customers by answering product and service questions; suggesting information about other products and services

- ♣ Execute the display, sign and inventory of weekly, major promotional, and seasonal merchandise
- ♣ Listening to customer requirements and presenting appropriately to make a sale;
- ♣ Increasing sales by effective margin our target
- ♣ Long-term relationship building skill with the clients
- ♣ Handled cash, checks, and credit card transactions
- ♣ Managed the register in accordance with POS guidelines
- ♣ Built and maintained internal and external customer satisfaction
- ♣ Recommended alternative purchase choices
- ♣ Merchandised, stocked and replenished the selling floor constantly
- ♣ Maintained working knowledge of stores policies and procedures
- ♣ Maximizing the indoor sales growth with forecasted budget
- ♣ Stock maintenance and notify the sales team about the re-order level
- ♣ Distribution of the items to the customers
- ♣ Handle merchandizing duties and tag and display items accurately.

PERSONAL PROFILES:

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|------------------|---|-------------|
| ♣ Name | : | Abdul Azeez |
| ♣ Date of Birth | : | 04/10/1990 |
| ♣ Nationality | : | Indian |
| ♣ Gender | : | Male |
| ♣ Religion | : | Islam |
| ♣ Marital Status | : | Married |

LANGUAGES KNOWN:

- ♣ ENGLISH
- ♣ ARABIC
- ♣ HINDI
- ♣ TAMIL
- ♣ MALAYALM (Native)

VALID UAE DRIVING DETAILS:

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|------------------|---|--------------------------------------|
| ♣ License No | : | 3758781 |
| ♣ Date of Issue | : | 07/11/2017 |
| ♣ Date of Expiry | : | 07/11/2024 |
| ♣ Place of Issue | : | Dubai |
| ♣ Vehicle Status | : | Light Vehicle (Manuel) |
| ♣ Legal status | : | Visiting Visa valid upto 05 April 24 |

PASSPORT DETAILS:

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|------------------|---|-----------------|
| ♣ Passport No | : | V2215690 |
| ♣ Date of Expiry | : | 09/09/2031 |
| ♣ Place of Issue | : | Kozhikkode |

CONCLUSION & DECLARATION:

I here by certify that the above mentioned Statement is correct & true to the best of my knowledge & belief.

ABDUL AZEEZ