

ADARSH K

SALES & MARKETING PROFESSIONAL

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PROFESSIONAL SUMMARY

Results-driven and customer-focused Sales Professional with over 5 years of proven experience in the UAE market, specializing in FMCG, automotive, and NON-FMCG industries. Demonstrated success in consistently exceeding sales targets, managing territory sales operations, and developing strong client relationships to drive repeat business and revenue growth. Adept at consultative selling, product promotion, and CRM utilization to enhance the customer journey. Possesses advanced skills in Microsoft Office Suite, sales reporting, and cross-functional collaboration with marketing, logistics, and supply chain teams. Strong communication, negotiation, and problem-solving skills with a deep understanding of the buying process and customer behavior.

PROFESSIONAL EXPERIENCE

Salesman (Oct 2020 – Jan 2024)

Al Madina Distribution Centre LLC

- Managed end-to-end sales operations for a leading UAE FMCG & NON FMCG company ensuring accurate order processing, inventory control, and on-time deliveries.
- Built and maintained long-term customer relationships by providing exceptional service, executing effective merchandising strategies, and addressing client inquiries to boost customer satisfaction and loyalty.
- Consistently exceeded sales targets by conducting customer needs assessments, offering tailored product recommendations, and leveraging in-depth product knowledge to drive revenue growth and market penetration.

Salesman (Jan 2024 – June 2025)

Bestbuy Group LLC

- Oversaw sales operations, ensuring smooth execution of client orders and supply chain coordination across retail channels.
- Developed and nurtured client relationships, securing repeat business and expanding customer base by delivering consistent service excellence and tailored product solutions.
- Promoted and sold a wide portfolio of products to retail customers, utilizing product expertise and market insights to drive brand visibility and revenue growth.

SKILLS

- Proven ability to achieve and exceed sales targets by identifying customer needs, developing tailored sales strategies, and implementing upselling and cross-selling techniques to maximize revenue.
- Strong interpersonal and negotiation skills, with a track record of building long-term client relationships, handling objections, and closing deals in competitive and target-driven environments.
- Experienced in territory management and route planning, ensuring optimal coverage of key accounts, efficient time management, and consistent sales performance across assigned areas.
- Effective communicator with cross-functional collaboration skills, working closely with marketing, logistics, and supply chain teams to align product availability with market demand and customer expectations.

- Proficient in Microsoft Office Suite, including Word for documentation, Excel for data analysis and reporting, and PowerPoint for creating impactful presentations.
- Skilled in Internet research and professional email communication, utilizing digital tools to streamline workflows, manage client correspondence, and support business operations.
- Experienced in Customer Relationship Management (CRM) systems and applying strong product knowledge to enhance customer satisfaction, support sales initiatives, and drive repeat business.

EDUCATION

Electronics Engineering Diploma (2016-2019)

Govt. Polytechnic college, Malappuram, Kerala, India

DRIVING LICENSE DETAILS

License No : 4398992
Date of Issue : 20-12-2022
Date of Expiry : 20-12-2029
Place of Issue : Dubai
Category : Light vehicle (3)

LANGUAGES

English – Professional
Hindi – Professional
Tamil – Professional
Malayalam – Native