



AFSAL SHAJAHAN

Objectives

I have demonstrated success in achieving sales targets, optimizing store operations and building strong relationships with stakeholders. I am a strategic thinker with the ability to analyze market trends, identify opportunities and develop effective sales strategies. I possess excellent communication skills and leadership skills. I hold an MBA degree in business marketing and am proficient in using Microsoft office, Email...etc.

Professional Experience

➤ Sales Executive

AWAFI TRADING LLC

Ras Al Khaimah, UAE (2021 – till to date)

- Build and maintained strong relationship with clients, resulting in high customer retention and satisfaction.
- Managed production inventory and ensure timely deliveries, optimizing stock level to reduce waste.
- Conducted market research to identify needs and preference, tailoring sales approaches accordingly.
- Conducted market analysis to identify opportunities for upselling and cross selling products.

➤ LOGISTIC EXECUTIVE

UCO MARINE

Ras AL Khaimah, UAE (2019-2021)

- Shipping documents clearance for immigration & customs.
- Office administration
- Direct and follow-up with incoming materials and outgoing finished products to ensure prompt delivery to customer.

➤ SALES EXECUTIVE

LEKHMERY SUPERMARKET

Ras AL Khaimah, UAE (2014 – 2019)

- Manage the brand activities which include general administration, supervision of staff, fulfilling store requirements, dealing with customer.
- Proficiency in selling to mass market customer and selling multiple products. ♦
- Handling and supervising the daily activities that are carried out in the store.
- Operating internet, updating all records, purchasing and maintaining stocks, submitting yearly tax.

PERSONAL DETAIL

Contact: +971 505449846

EMAIL: afz96@icloud.com

Address: Ras Al Khaimah, UAE

Nationality: Indian

Gender: Male

Languages: Arabic, English,

Hindi, Malayalam

- Holding UAE Driving License

EDUCATION

- **MBA in Marketing Management**
Institution: Anna University
Year: 2019
- **Bachelor of Degree in Commerce**
Institution: Madras University
Year: 2017

SKILLS & ACTIVITIES

- Team working skills.
- Communication skills.
- Leadership skills.
- Strong Problem-solving and troubleshooting skills.
- Familiarity with computerized control systems.