

AJNAS ABOOBACKER



CONTACT DETAILS

Phone: +971 522523139

Email: ajnassm01@gmail.com

LANGUAGES

English

Hindi

Arabic

Malayalam

PERSONAL DETAILS

Date of Birth: 27.6.1990

Marital Status: Married

Visa Status: Visit

Passport No: L 9809177

DRIVING LICENCE

Issue Date: 9/08/2017

Expiry Date: 07/08/2024

Place of Issue: Al Fujaira

COMPUTER SKILLS

MS excel

MS word

MS Power

PROFESSIONAL SKILLS

Sales and Marketing

Business management

Team Management

Excellency in communication

CAREER OBJECTIVE

Extremely organized and efficient food sales executive with long term experience seeking a position in which to utilize my skills and natural sales abilities. Proficient in building relationships with clients and vendors, negotiating sales and closing deals in limited time. Detail oriented and innovative self-starter.

WORK EXPERIENCE

1. Mahmood and sons DMCC - Key Accounts Sales Executive in Sharjah (2021 June to 2023 May)

Responsibilities:

- Visit wholesale, Retail and chain market customers to arrange for product dispersal.
- Negotiate the price with customers detailing the features of the products.
- Manage and build strong relationships with customers and drive sales growth.
- Identify the competitors, their price and initiate a marketing strategy.
- Discuss with the management about markets and introduce suitable promotions.
- Daily reporting of visited customers, orders and their feedback using CRM.
- Communicate with current client to discuss number of sales, customer satisfaction and future contracts.
- Speak with potential clients to educate them about the products and convince them to buy the product.
- Follow up with the payments of credit customers.

2. ADNOC OASIS-Store supervisor (2015Dec -21 May)

Responsibilities:

- Order and invoicing in oracle.
- Inventory control and preparing goods return notes.
- Prepare daily report and update to manager.
- Responsible for store display, merchandising and back store arrangement.
- Ensuring safety measures and store hygiene.
- Preparing and managing control sheets for key value products.
- Preparing SALIK application manifesto.

3. LIVIDUS PHARMACEUTICALS-Medical Representative (2012Nov to 2015 Sept) Responsibilities:

- Visit physicians to help them manage their patient's diseases using company products.
- Use guidelines through product samples, scientific literature, clinical trial related to the products to help physicians and other healthcare professionals take the best decisions.
- Provide feedback to the marketing team on the market, and customer's needs.
- Provide feedback to managers on customer requests and promotions.
- Follow up of stock, consumption and ordering process.

Core Skills

- Responding to difficult customers
- multi-tasking and prioritization
- Courteous with strong mindset
- Issue and complaint resolution
- Calm and professional under pressure
- Efficient and detail oriented
- Strong verbal and written communication skills
- Self-motivated and driven by targets.
- IT skills and numerical skills

Education

- Bachelor of commerce (distance education 2010-13)
- Aircraft Maintenance engineering 78% (2008-11)
- Higher secondary-computer science 85% (2006-2008)
- SSLC (2006 - 91%)

