



# Abdul Khader

## sales executive

As a forward-thinking sales person with 5+ years of experience and achieving more than 120% in sales every month, I know first hand the importance of empathy and attentiveness in closing a deal. Seeking the sales role where I can continue to foster and hone these traits as I continue to grow within an accomplished sales organization like Western International Group.

## Contact

### Phone

+971561283283

### Email

aachi2483@gmail.com

### Address

satwa dubai

## Education

### AVIATION COLLEGE OF DIPLOMA

- Diploma In Airport Management, Travel & Tours
- Diploma in Aviation And hospitality Management
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### PJHSS HIGHER SECONDARY SCHOOL

- Senior Secondary school Certificate
- Secondary School Leaving Certificate (SSLC)

## Language

English

Malayalam

Hindi

## Driving Licence

UAE DRIVING LICENCE

(manual & automatic)

INDIAN DRIVING LICENCE

## Experience

### 2022 - Present

Western International Group

Sales Executive(outdoor)

- Achieved sales goals and service targets by cultivating and securing new customer relationships.
- Negotiated and closed profitable sales contracts with new and existing customers to increase loyalty and retention.
- Developed and presented valuable sales presentations to potential customers to highlight features and benefits of products.
- Researched sales opportunities and possible leads to exceed sales goals and increase profits.

### 2018 - 2022

Western International Group

Merchandise(indoor)

- Removed damaged, out-of-stock, not-in-set and discontinued items from displays.
- Monitored inventory levels and kept adequate stock in product displays on sales floor.
- Updated pricing and signage to complete product displays and educate customers.
- Monitor sales volume, inspect inventory levels, and maintaining in-store promotional materials.

### 2015 - 2018

Airway Tours & Travels

Travel consultant

- Advised clients on visa, passport and security requirements relating to destinations and confirmed flight details for each reservation.
- Collected, handled and documented payments for travel services and associated fees.
- Worked closely with clients to understand unique needs and meet specific travel desires.
- Handled sensitive information with professionalism and discretion.

## Skills

- Customer service.
- Verbal communication.
- Written communication.
- Detail-oriented.
- Active listener.
- Computer skills.
- Travel software management