



Abdul Hakeem

Sales Representative

Location:  Dubai, UAE

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OBJECTIVE

Energetic and results-driven sales professional with a proven track record of exceeding sales targets and delivering exceptional customer service. Seeking to leverage my sales skills and customer relationship expertise to contribute to a dynamic sales team.

EDUCATION

Professional in Building Design Graduated, April 2017
At CADD Center Training services Mangalore,
Karnataka, India

Diploma in Civil Engineering Graduated, May 2016
At P.A Polytechnic
Nadupadavu, Mangalore
Karnataka, India

Pre-University Graduated, March 2013
Govt. PU college Montepadav
Karnataka Board Education
Karnataka, India

SSLC Graduated, April 2011
At Vittal Pre-University College-Vittal
Karnataka Secondary Education Board Bangalore
Karnataka, India

CAREER HIGHLIGHTS

- "I like to challenge myself personally and professionally. While on the job I continually try to educate and grow my skills and talents to help increase my performance.
- "I am a hardworking individual who sets foundational goals for myself. Once I reach a benchmark, I raise the bar and continue striving for greater heights."
- "I pride myself in being able to work independently and autonomously. I work well with individual and company wide goals and am able to strategize and execute without being micromanaged."
- "I am someone who reacts well to high pressure situations and can maintain a cool and calm demeanor when faced with problems."
- "I am a strong team player who recognizes that you often need to put aside personal gain in order to help the entire organization excel."
- "I understand the value of maturity and integrity. Being candid with your coworkers and honoring your obligations makes you a better teammate and salesperson."

SKILLS

- Fast-learner; can understand product descriptions and key selling points quickly.
- Very good communication skills
- Perfect sales personality; friendly, patient, persuasive, pleasant disposition, with a positive attitude.
- Quick understanding of new and advanced aspects
- Proactive; self-motivated attitude to help customers.
- Excellent communicator with great interpersonal skills.

WORK EXPERIENCE

Working as Supervisor since August-2021 at NESTO Hypermarket in Deira, Dubai.

- Greet customers, assess their needs, and provide product information to drive sales.
- Organize workflow and ensure that employees understand their duties or delegated tasks.
- Built strong customer relationships through effective communication and follow-up.
- Monitor employee productivity and provide constructive feedback and coaching.
- Maintain timekeeping and personal records.
- Receive complaints and resolve problems.

Worked as Sales executive 1 year at NESTO Hypermarket in Deira, Dubai.

- Selling specific products and services to customers.
- Collaborate with team members to achieve better results.
- Arranging items and refilling the products in daily.
- Tagging price and ensure the expiry date of the products.

Worked as Sales executive 2 years at METRENDS Shoes & Bags in Vatakara Kerala.

- Discuss warranties and replacement parts.
- Process orders in person and over the phone.
- Check inventory to ensure product is in stock.

COMPUTER PROFICIENCY

- Knowledge about MS Excel and MS Word.
- Knowledge about SAP.
- Experienced in AutoCAD, 3DS Max and Revit.

LANGUAGES

- Fluent in English, Hindi, Malayalam and Kannada.
- Write in English, Kannada and Hindi

INTERESTS

- E-learning. • Playing Cricket and volleyball. • Social worker.

PERSONAL DATA

Father Name	:	Hasainar	Marital Status	:	Married
Birthday	:	November 05, 1994	Nationality	:	India
Passport no	:	R6032904	Visa status	:	Employment Visa
Gender	:	Male	License no.	:	4395004

DECLARATION

I hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

Place: Dubai

Abdul Hakeem