



# ABHINAV K R

## SALES EXECUTIVE

### SUMMARY :

To work in a position where I will increase gains in profit performance, revenue growth and market share by using my expertise and skills in business management and entrepreneurial drive.

### CONTACT INFORMATION :

+971 50-376-4652

ugetabhi@gmail.com

Al Majaz 2 ,  
Sharjah

### PERSONAL DETAILS :

DOB : 17/09/1989  
Gender : Male  
Nationality : Indian  
Marital status : Married  
Visa status : visit visa  
Passport No. : X6549476  
License No. : 4438149  
Languages known : English  
Hindi  
Malayalam  
Tamil  
French  
Arabic

### Professional skills :

- \* Good communication and Analytical skills
- \* Hard working and educated
- \* Negotiations Skill
- \* Communication Skill
- \* Aiming to achieve
- \* Monthly Target

### Personal skills :

- \* Ability to work under pressure
- \* Creative and innovative
- \* Time management skills

### Computer skills :

- \* Basic Computer knowledge.
- \* Microsoft Word, Internet Browsing & Email

### WORK EXPERIENCE :

- worked as a RESTAURANT MANAGER in MAKS RESTAURANT Dubai (2 years)
- Worked as a RESTAURANT MANAGER in GREEN CITY RESTAURANT Dubai (4 years)

### EDUCATIONAL ATTAINMENT :

- BSC. Catering Science and Hotel Management (2014)
- Completed BSC Physics (2009-2011)
- Completed Higher Secondary Education (2008)
- Diploma in Bakery and Confectionary (2012)
- Certificate Course in Bakery and Confectionary (2013)

### DUTIES AND RESPONSIBILITIES :

- Setting sales goals and developing sales strategies.
- Researching prospects and generating leads.
- Contacting potential and existing customers on the phone, by email, and in person.
- Handling customer questions, inquiries, and complaints.
- Preparing and sending quotes and proposals.
- Managing the sales process through specific software programs.
- Building and maintaining a CRM database.
- Meeting daily, weekly, and monthly sales targets.
- Participating in sales team meetings
- Hire and train staff members.
- Ensure that health and safety protocols are adhered to.
- Keep a meticulous record of income and expenses.
- Order ingredients in the correct quantities for the kitchen staff.
- Communicate with customers to receive feedback and manage complaints.

### DECLARATION :

I hereby declare that all the information given above are true and correct with best of my knowledge.

ABHINAV K R