



ABID AFTAB BEPARI

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 Home: Karnataka (India)

SUMMARY

Professional summary

Target-driven and customer-focused Salesman with over 7 years of experience in successfully growing company profits. Utilising developed expertise and **persuasive sales techniques** to maintain **customer loyalty** and spending. **Expertise** in checkouts, **payment processing**, and order bagging. Hardworking and organised with good conversational, **time management abilities** and **negotiation skills**.

WORK EXPERIENCE

Sales Representative

La fleur Flower Trading

[08/2023 – Current]

City: Dubai

Country: United Arab Emirates

- **Delivered customer orders** within target timeframes.
- Retained excellent local area knowledge to **plan optimal routes**.
- **Covered weekend shifts** to optimize service levels.
- Handled customer complaints and **kept customers satisfied** through professional conduct.

Salesman

Al Kabayel Oasis Trading LLC [03/2021 – 08/2022]

City: Dubai

Country: United Arab Emirates

- **Marketed promotions**, events and **new product launches** effectively, **growing** customer bases and **revenue opportunities**.
- Proactively sought and **engaged new customers**, **developing** into **profitable**, long-term **accounts**.
- Consistently **generated target-hitting sales** using powerful persuasion and **negotiation techniques**.
- **Managed customer product** and service queries, resolving effectively and efficiently.

Delivery driver

Zomato [08/2020 – 03/2021]

- **Completed daily pre-trip inspection checklists** ahead of customer drop-offs, maintaining order and **delivery accuracy**.
- **Maintained optimal vehicle driving conditions**, conducting daily fuel, tyre and safety checks.
- Provided an **outstanding takeaway experience**, ensuring prompt, safe and **high-quality delivery** of food to customers.
- **Ensured correct orders** were **collected** from **restaurants** upon arrival to **minimise customer dissatisfaction**.

Warehouse Assistant

Noon.com [04/2018 – 01/2020]

City: Jeddah

Country: Saudi Arabia

- **Fulfilled high-volume orders** in fast-paced picking and packing environments, continually **exceeding warehouse targets**.
- Ensured picking documentation was completed correctly, **maintaining accurate records**.
- **Ensured accuracy** of **outbound deliveries**, verifying stock against **dispatch documentation**.
- **Kept warehouse areas spotlessly clean** and tidy, reducing risk and **aiding smooth stock transportation**.

Delivery Driver

ECOM express Courier [05/2017 – 03/2018]

City: Karnataka

Country: India

- **Evaluated customer delivery needs** and determined appropriate action, **escalating unresolved concerns** to management.
- **Notified management** of vehicle **safety concerns** and issues, enabling prompt maintenance and repair.
- **Contacted customers** ahead of **parcel drop-offs**, effectively confirming and **coordinating delivery times**.
- **Minimised complaints** by maintaining **clear communication** with customers, promptly **advising** of **schedule changes**.

Office Boy

Khidmah LLC [04/2015 – 04/2017]

City: Abu Dhabi

Country: United Arab Emirates

- **Welcomed guests** and clients in an upbeat and **friendly manner**.
- **Managed** day-to-day admin, including **file organisation**, spreadsheet development, and report writing.
- **Created databases** and spreadsheets to **improve inventory** management and **reporting accuracy**.
- **Maintained detailed administration** and office procedures to **improve** accuracy and **efficiency**.

ADDITIONAL INFORMATION

Skills

- **Proactive sales approach**
- **Exemplary customer service**
- **Target driven**
- **Order inspections**
- **Complaint management**
- **Feedback reporting**
- **Logistical planning**
- **Preventive maintenance**
- **Warehouse management**

Passport

- **Passport No.** : UO571261
- **Date of Issue** : 16 Sep, 2019
- **Date of Expiry** : 15 Sep, 2029

License

- **License No.** : 4200989
- **Date of Issue** : 23 Nov, 2021
- **Date of expiry** : 23 Nov, 2023
- **Permitted Vehicles** : Light Vehicle

EDUCATION AND TRAINING

SSLC

Karnataka Open University [2014]

City: Karnataka

Country: India

LANGUAGES KNOWN

Languages

English, Hindi, Urdu Kannada, Marathi and Arabic
