



AJEESH P JOY

SALES EXECUTIVE | RETAIL SALES

971 562476603

apjajeesh@gmail.com

INDIAN

AI Rashidiya Dubai

ajeeshpjoy.

EDUCATION

Bachelor of Arts

Madurai Kamaraj University

2019 - 2022

Diploma in Marine Mechanical

Academy of Marine Technology

2011 - 2013

Diploma in Fire and Safety

ECDL

2012-2013

SKILLS

- Sales Strategy Development
- Client Relationship Management
- Team Leadership & Motivation
- Sales Forecasting & Analysis
- Sales Forecasting & Analysis
- CRM(Customer Relationship Management) Software
- Problem-solving & Decision-making
- Time Management & Prioritization
- Adaptability & Resilience in Sales Cycles

LANGUAGES

- ENGLISH
- MALAYALAM (Native)
- HINDI
- TAMIL

TECHNICAL SKILLS

- Proficient in Microsoft office suite (Word,Excel,PowerPoint)
- Knowledgeable in operating systems: Windows, macOS,
- Familiar with(ERP,POS,CRM) Softwares

ABOUT ME

Dynamic Sales Leader with 14+ years of expertise in driving revenue growth and market expansion. Proven success in strategic planning, client relationship management, and team leadership. Adept at surpassing sales targets through innovative approaches. Seeking a challenging role to contribute to organizational success with a wealth of experience.

WORK EXPERIENCE

Sales Assistant/Storekeeper

Currently working

Novitas Healthcare | Dubai

- Makes sure that the Inventory goods are received and organized under standards.
- Records temperature and humidity daily.
- Informing Pharmacy Incharge as soon as stock reaches alert limit.
- batch recalls, expired or damaged items are removed from the stock and safely locked.
- Support and assist the pharmacist in preparing orders and follow-up deliveries

Senior Sales

Aster Pharmacy I India,Kerala

2022-2023

- Daily checking medicine Oder's from the suppliers.
- Oversees the operations of the pharmacy department.
- Make sure that customers are prescribed the correct medicine.
- Ensure the pharmacy complies with federal and state regulations.
- Communicate effectively with customers. relating to queries and issues.

Store in charge

Starlink Medicals I India,Kerala

2020-2022

- Preparing drugs and executing prescription orders.
- Ensure smooth routine operations in the pharmacy department.
- Managed week-off schedules for subordinates.
- Identify sales opportunities to benefit customers.
- Oversaw pharmacy department operations.

Sales Man

Central Medicals and Surgucals I India,Kerala

2008-2020

- Implement up-selling cross-selling methods
- strong communication and skills to overcome objections and close sales in a competitive market.