

**Ajmal Roshan**

**Sales & Marketing Professional with 4 years' Experience. (UAE Driving License Holder)**

Abu Dhabi - United Arab Emirates

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#### **CAREER OBJECTIVE:**

A dynamic professional with more than 4 years of rich experience in **sales and marketing**, have done Bachelor of Commerce. I am looking for a challenging job which has opportunities of infinite success in sales and marketing and where I can be fully efficient and effective and where I can work hard for the growth of the organization as well as for improvement in my own professional skills.

#### **EMPLOYMENT HISTORY:**

##### **Sales Representative**

**Riviere Bottled Water – Dubai**

**2021 April to Present**



##### **Roles and Responsibilities as Sales Representative.**

- ✚ Attracting new clients by innovating and overseeing the sales process for the business.
- ✚ Attracting new clients by innovating and overseeing the sales process for the business risks that prevent growth.
- ✚ Identifying and researching opportunities that come up in new and existing markets.
- ✚ Preparing and delivering pitches and presentations to potential new clients.
- ✚ Creating positive, long-lasting relationships with current and potential client.
- ✚ Manages Customer Queries & Interacting with customer to resolve queries through emails & calls
- ✚ Coordinated team members with focus on productivity, efficiency, and enhancing customer experience.
- ✚ Boosted customer satisfaction and service delivery to strengthen customer loyalty.

##### **Driver Cum Sales Executive**

**K.K.M Distribution – Kerala India**

**2019 March to March 2021**

##### **Roles and Responsibilities as Sales Executive.**

- ✚ Innovating and managing the sales process to attract new clients and address business risks that hinder growth..
- ✚ Identifying and researching opportunities in new and existing markets.
- ✚ Preparing and delivering pitches and presentations to potential clients.
- ✚ Building lasting relationships with current and prospective clients.
- ✚ Managing inventory levels and ensuring products are adequately stocked for delivery.
- ✚ Setting up meetings with potential clients and listening to their wishes and concerns
- ✚ Arranging appointments with prospective clients and actively listening to their needs and concerns.

##### **Sales Executive**

**Silky Group – Kerala India**

**2018 March to March 2019**

##### **Roles and Responsibilities as Sales Executive.**

- ✚ Creating and deploying successful strategies to boost performance, organizing sales visits.
- ✚ Demonstrating and presenting products.
- ✚ Maintaining accurate records.
- ✚ Reviewing sales performance and communication skills.
- ✚ Controlling food costs and managing inventory.
- ✚ Conducting market research to identify selling possibilities and evaluate.
- ✚ Setting up meetings with potential clients and listening to their wishes and concerns

#### EDUCATIONAL HISTORY:

- ↗ 2018 Bachelor of Commerce from Calicut University India
- ↗ 2018 International Diploma In Corporate Accounts From Forum For InternationalCertifiedScholars

#### PROFESSIONAL CERTIFICATIONS

- ↗ TallyACE - Certificate of Merit from Tally Education Pvt Ltd with Grade A

#### CORE COMPETENCIES:

- ↗ Possess effective communication skills, interpersonal skills, people management skills and astrongpersonality.
- ↗ Strong analytical, problem solving mind, good strategic planner, can solve critical businesssituationsin proactive manner.
- ↗ Highly positive attitude, adaptable to demanding situations.
- ↗ Keep up dated constantly with trends and practices in area of specialization, good learner.

#### COMPUTER LITERACY/ TECHNICAL EXPERTISE:

- ↗ SAP
- ↗ MS Office

#### PERSONAL DETAILS:

Age : 27  
Date of Birth : April 13, 1998  
Gender : Male  
Nationality : India  
Language Proficiency : English, Hindi, Malayalam, Tamil and ArabicMarital  
Status : Married  
Religion : Muslim  
Passport Number : R 5536916  
Visa Status : Employment Visa

Ajmal Roshan  
Applicant