

**Ajmal Roshan**  
**Sales & Marketing Professional with 4 years' Experience. (UAE Driving License Holder)**  
Abu Dhabi - United Arab Emirates  
Mob.:+971-543707931  
E-mail. ajmalroshankomban@gmail.com



#### **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