

# AJNAS C

## Sales Executive

### PROFILE

An experienced supervisor with 1 + year of experience in hiring and evaluating staff members. Proven track record of successfully assisting with challenging clients request and issue escalations. Adept at utilizing modern technology to improve efficiency and increase productivity and meet organizational objectives.

### EXPERIENCE

#### **STOP AND PICK HYPER LLC(ABUDHABI,UAE)**

##### **SUPERVISOR [11/2022 - PRESENT]**

###### Responsibilities

- Lead a team of retail associates, providing guidance, coaching, and performance evaluations
- Oversee daily store operations, including opening and closing procedures
- Monitor inventory levels and ensure products are well-stocked and organized on the sales floor
- Ensure a clean and safe work environment for both employees and customers
- Resolve customer complaints and concerns in a timely and professional manner
- Collaborate with the management team to develop and implement strategies to improve store performance
- Train new hires on company policies, procedures, and customer service protocols Requirements.
- 3+ years of experience in a retail environment, with at least 1 year in a supervisory role
- Proven track record of successfully managing a team and meeting sales targets
- Excellent communication and interpersonal skills
- Strong organizational and multitasking abilities.
- Proficient in using point-of-sale (POS) systems and other retail software.
- Ability to work in a fast-paced and high-pressure environment
- Flexibility to work evenings, weekends, and holidays as needed.

#### **STOP AND PICK HYPER LLC(ABUDHABI,UAE)**

##### **CASHIER [09/2021 – 11/2022]**

- Maintained accurate cash drawer with precise cash handling and reconciliation skills, ensuring no discrepancies.
- Provided exceptional customer service, efficiently assisting customers with product inquiries, payment transactions, and resolving customer complaints.
- Operated cash register, accurately scanning and bagging items while processing multiple forms of payments, including cash, credit cards, and mobile payments.



### CONTACT

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✈ Khalidiya, Abu Dhabi, UAE

Nationality - Indian

DOB - 01/04/2000

### ACADEMIC CREDENTIALS

- Basic C Program Glow Soft Technology (03/2018-09/2018)
- CKRM arts and Science College (06/2016-02/2018) Wayanad India
- SSLC (06/2015 – 03/2016) Vijaya HSS Pulpally Wayanad,India

### SKILLS

- Customer Service
- Inventory Control
- Business Planning
- Team Building
- Data Analytics
- Staff Management
- Creativity
- Teamwork
- Communication
- Leadership

###### Software Skills

- Adobe Photoshop
- Adobe Illustrator
- WordPress
- Microsoft Excell
- Social Media Expert

## **EDU TECH INTERNATIONAL (BANGALORE, INDIA)**

### **EDUCATION CONSULTANT [12/2018 - 06/2021]**

- Developed and implemented innovative curriculum strategies to enhance student engagement and learning outcomes, resulting in a 20% increase in academic performance within a six-month period.
- Collaborated with teachers and administrators to assess and address educational needs, providing targeted professional development workshops that improved instructional techniques and student achievement.
- Conducted comprehensive assessments to identify individual student strengths and areas for improvement, designing personalized learning plans to support academic growth and foster a positive learning environment.
- Facilitated effective communication between parents, educators, and students to ensure an inclusive and supportive educational experience, resulting in increased parental involvement and student motivation

## **4G DIGITAL WORLD (WAYANAD INDIA)**

### **SALES EXECUTIVE [05/2018 TO 12/2018]**

- Achieved and exceeded sales targets by implementing a strategic approach, resulting in a consistent revenue growth of 15% year over year
- Developed and maintained strong customer relationships, resulting in a client retention rate of 95%.
- Led a high-performing sales team of 10 members, providing training, guidance, and motivation to consistently meet and surpass sales goals.
- Implemented effective sales strategies and negotiated contracts with key clients, resulting in a 20% increase in market share within the first year of tenure.

## **LICENSE**

**UAE VALID DRIVING LICENSE**

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## **LANGUAGE**

- English
  - Arabic
  - Russian
  - Hindi
  - Malayalam
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## **HOBBIES**

- Exploring Distant Land
  - Getting Lost in a Good Book
  - Capturing Moment
  - Feeling the Music
  - Every Kind of a Sport
  - Traveling
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