



ANFAZ RAHMAN

SALES SUPERVISOR

CONTACT

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Kerala, India

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EDUCATION

2023-Present
SRM UNIVERSITY

- Master of Business Administration(MBA)

2024-Present
INSTITUTE OF MANAGEMENT
ACCOUNTANT

- CMA(USA)(semi-qualified)

2018-2021
BHARATHIYAR UNIVERSITY

- Bachelors in Commerce(B.com)

SKILLS

- Project Management
- Public Relations
- Teamwork
- Time Management
- Leadership
- Effective Communication
- Critical Thinking

LANGUAGES

- English (Fluent)
- Arabic (Basics)
- Hindi (Fluent)
- Malayalam(Native)

PROFILE

Dynamic and results-driven Sales Executive with a proven track record of driving revenue growth and exceeding sales targets. Proven expertise in developing strategic sales plans, building and maintaining client relationships, and leveraging market insights to deliver innovative solutions. Skilled in B2B and B2C sales, optimizing sales performance, and enhancing customer satisfaction. Exceptional communication, negotiation, and leadership abilities, committed to fostering a high-performance sales culture and achieving business objectives.

WORK EXPERIENCE

Ahlan General Trading, UAE

APR 2022 - DEC 2023

Sales Supervisor

- Supervise and manage a sales team, providing training, coaching, and feedback to enhance performance and motivation.
- Develop and implement effective sales strategies to meet targets, and monitor sales performance to identify areas for improvement.
- Build and maintain strong customer relationships, handling escalated issues to ensure high levels of satisfaction.
- Manage inventory and stock replenishment, coordinating with suppliers for timely delivery of quality products.
- Ensure smooth day-to-day operations by maintaining standard operating procedures and streamlining processes for operational efficiency.

IGADS LLP, India

APR 2021 - JAN 2022

Sales Executive

- Develop and maintain strong relationships with partners, agencies, and vendors to support marketing initiatives.
- Monitor and maintain brand consistency across all marketing channels and materials.
- Collaborated with cross-functional teams to coordinate sales efforts and ensure seamless delivery of products and services, enhancing overall customer experience and satisfaction.
- Negotiated and closed high-value deals, ensuring favorable terms for the company while maintaining strong client satisfaction and long-term partnerships.