

Arfat Bubere

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PROFESSIONAL SUMMARY

I aim to join an organization that fosters lateral thinking, embraces change for optimal results, and provides a dynamic career within a challenging yet growth-oriented environment, benefiting both personal and organizational development

WORK HISTORY

PFL Food pvt ltd - Sales executive

India

05/2019 - Current

- Supervising and coordinating daily activities related to sales with my team
- Communicating with customers to identify their requirements
- Addressing customer queries and complaints
- Keeping up to date with business development and new product lines
- Introducing new products to the retailers and securing orders from them
- Responsible for overseeing the performance of team of call or contact centre operators
- Develop strong and long-term client relationship
- Get feedback and suggest way to increase customer engagements
- Support the Senior Manager to highlight operational risks and areas for improvement

Al-Waahid Foods Pvt Ltd - Sales executive

India

08/2017 - 04/2019

- Oversee daily sales operations and synchronize activities within my team
- Handle customer inquiries and address any concerns they may have
- Supervise the performance of call/contact centre operators efficiently
- Gather feedback and propose strategies to enhance customer interactions
- Elevate pertinent issues to Senior Management as necessary
- Introduce novel products to retailers with finesse and secure orders from retailers seamlessly
- Engage with customers to ascertain their needs effectively
- Cultivate enduring client relationships that are robust

LANGUAGES

SKILLS

- Strong analytical and problem-solving skills
- Proficient in MS-Office and MS-Excel
- Excellent verbal and written communication skills

EDUCATION

2017/

Mumbai University

Mumbai, India

BMS (Marketing)

2014

Mumbai University

Mumbai, India

HSC

2012

Mumbai University

Mumbai, India

SSC

PERSONAL DETAILS

Date of Birth / Age: 16-11-1996

Nationality: Indian

Marital Status: Married

Gender: Male

Passport: T1875166

CERTIFICATIONS

- Certification in MS Office

English

Fluent

Urdu

Intermediate

Hindi

Fluent

Marathi

Intermediate