





ABDUL SUNAIF C K
SALES REPRESENTATIVE

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Valid UAE Driving license.

Dedicated and results-driven professional with a proven track record in both sales and purchasing. Seeking a challenging position as a Sales and Purchasing Specialist where I can leverage my negotiation skills, market knowledge, and sales expertise to contribute to the success of the organization.

Experience

PURCHASER CUM SALES REPRESENTATIVE

09/2018 - PRESENT

MARJAN DISCOUNT CENTER, UAE.

- Developed and maintained strong relationships with key clients, ensuring customer satisfaction and repeat business.
- Conducted market research to identify new product opportunities and potential suppliers, leading to a diversification of the product portfolio.
- Negotiated favorable terms with suppliers, resulting in a 15% reduction in procurement costs without compromising product quality.
- Collaborated with cross-functional teams, including marketing and logistics, to streamline the supply chain and improve overall efficiency.
- Implemented effective inventory management strategies to optimize stock levels and reduce excess inventory.
- Develop and implement procurement strategies to optimize costs and improve efficiency.
- Negotiate contracts, terms, and conditions with suppliers to achieve favorable agreements.
- Collaborate with cross-functional teams to understand and meet departmental purchasing needs.
- Maintain accurate records of purchases, pricing, and vendor performance.

SALES EXECUTIVE

03/2017 - 04/2018

F-TRAIL PVT LTD, INDIA

- Conducted product presentations and demonstrations to potential clients, showcasing the features and benefits of the products.
- Developed and maintained a deep understanding of the market and industry trends to identify new business opportunities.

- Resolved customer inquiries and concerns promptly, ensuring high levels of customer satisfaction.
- Collaborated with the marketing team to create and implement sales campaigns, resulting in increased brand visibility.

Education

BACHELOR OF BUSINESS MANAGEMENT (BBM)

2016

UNIVERSITY OF MANGALORE, **India**.

DIPLOMA IN LOGISTICS AND SUPPLY CHAIN MANAGEMENT

2017

GIIMS. KERALA, **India**.

Areas of Expertise

- | | |
|--------------------------------|----------------------------------|
| ❖ Sales and negotiation | ❖ Inventory management |
| ❖ Purchasing and procurement | ❖ Communication and presentation |
| ❖ Relationship building | ❖ Team collaboration |
| ❖ Market research and analysis | ❖ Customer service |

Technical Skills

- | | |
|---------------|-------------------|
| ❖ Tally | ❖ MS Office Suite |
| ❖ Quick Books | ❖ Zoho Books |
| ❖ Fresh book | ❖ OUTLOOK |

Personal Details

Nationality	: Indian
DOB	: 04/02/1994
Visa status	: Employment Visa
Language	: English Malayalam Hindi Arabic