





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 the sales field. Seeking a challenging position as a Sales Specialist where I can leverage my negotiation skills, market knowledge, and sales expertise to contribute to the success of the organization.

Experience

VAN SALES REPRESENTATIVE

09/2018 - PRESENT

MARJAN DISCOUNT CENTER, UAE.

- Developed and maintained strong relationships with key clients, ensuring customer satisfaction and repeat business.
- Drive company van to specified locations, reaching target customers in assigned areas.
- Actively engage with customers, promoting and selling products.
- Conducted market research to identify new product opportunities and potential suppliers, leading to diversification of the product portfolio.
- Implemented effective inventory management strategies to optimize stock levels and reduce excess inventory.
- Negotiate contracts, terms, and conditions with Customers to achieve favorable agreements.
- Managing sales pipelines effectively by tracking leads, opportunities, and sales activities and prioritizing efforts to maximize conversion rates and achieve sales target.
- Staying informed about market trends, competitor activities, and industry developments to identify new opportunities and adapt sales strategies accordingly.
- Maintaining accurate record of sales activities, including client interactions, sales call, meetings, and follow-ups, and providing regular reports to management on sales performance and pipeline status.

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