



# MOIDU KM

Dedicated and experienced Sales and Customer Relations professional with 6 years of experience in the UAE. Proficient in English, Hindi, and Malayalam, with a proven track record of providing excellent customer service and achieving sales targets. Seeking a position in Sales executive and purchaser where my skills in customer relations, multilingual communication, and attention to detail can be effectively utilized.

## Contact

### Phone

+971 564828785

### Email

moidusajid@gmail.com

### Address

Dubai, UAE

## Education

**Bachelor's of Commerce (B.com)**  
2014 - 2017

Excel College (Calicut University)  
Thalassery

Valid UAE Driving License  
Dubai

## Expertise

- Client relations
- Technical writing
- Customer management
- Marketing
- Records keeping
- Sales Execution

## Language

English  
Hindi  
Malayalam

## Experience

### ○ Jan 2021 - Present

Easy Stores (Du channel partner) , Dubai

#### SALES EXECUTIVE

- Work with team to meet the daily sales target
- Responsible for product and service presentation to clients
- Maintained and established relationship with current client and potential clients
- Serve as cashier accepting different currencies, credit cards and traveler check etc.
- Processed, refilled and monitored floor stock
- Maintained records of monthly sales and ensured monthly targets are reached
- Significantly increased sales and profits in each merchandising position
- Assist with buying from outside vendors
- Supervise internal and external audits to maintain quality and resolve issues.
- Quarterly stock counting & track all goods movements.
- Focused on personalizing each customer interaction in order to deliver exceptional customer service.

### ○ Jan 2018 - Dec 2020

Al Semou Mobiles & Electronics, Sharjah

#### SALES AND PURCHASER

- Developed and implemented successful sales strategies, consistently exceeding sales targets by understanding customer needs and offering tailored solutions.
- Managed procurement processes, from sourcing suppliers to negotiating contracts, ensuring optimal pricing and quality of products.
- Fostered positive client relationships through excellent service and product knowledge, driving repeat business.
- Provided exceptional customer service, addressing inquiries and resolving complaints in a timely manner
- Maintained accurate records of purchases, sales, and inventory, ensuring transparency and accountability in operations.