



# Ismail P.A

## Sales Executive

Seeking a suitable for substantial responsibility where my past and a valid, Experience would be fully utilised in a career opportunity and where making a significant, Contribution to the success of my employer will give me career advancement. Professional Sales Executive with 4 years of experience attending to needs of customers and converting prospects to increase sales. Accomplished in emphasising service features and benefits, quoting prices, discussing credit terms, preparing sales order forms and developing reports. Expert in overcoming objections from prospective customers to maximise sales opportunities.

## Contact

### Phone

+971 526920849

### Email

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### Address

Ajman, Uae

### Driving Licence No

648425

## Education

### High School Diploma

A M HIGH SECONDARY SCHOOL  
CALICUT

## Expertise

- Lead development
- Service promotions
- Customer relations
- Report writing skills
- Market trends understanding
- Customer service
- Brand-building strategies
- Marketing campaign management
- Retail marketing

## Language

English

Arabic

Hindi

Malayalam

## Experience

### July 2019 - Current

GREEN GLOBAL TRADING L.L.C

#### Sales Executive

- Wholesale and Retail (A Class ,B Class, C Class Market)
- Fostered positive relationships with customers, enhancing loyalty and retention.
- Used active listening and relationship-building techniques to assess customer needs and deliver viable solutions.
- Marketed promotions, events and new product launches effectively, growing customer bases and revenue opportunities.
- Used outstanding product knowledge, sales and customer relations skills to drive substantial profit increases.
- Managed customer product and service queries, resolving effectively and efficiently.
- Recorded sales activities accurately for financial reporting purposes.
- Stayed up-to-date on new product lines and characteristics to answer inbound queries.
- Established positive relationships with new or prospective clients using great customer service.

### April 2018 - June 2019

GREEN GLOBAL TRADING L.L.C

#### Merchandiser

- Achieved impressive cost reductions by assessing alternative purchasing decisions.
- Improved displays and installed POS tailored to individual store features.
- Coordinated in-store displays according to promotional plans outlined by vendors.
- Reduced surplus stock by creating promotions and clearance lines.
- Produced attractive signage for products, offers and sales promotions.

## Reference

### Akshay Ajay

Sales Manager

Green Global Trading L.L.C

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