

ZOEB BAGHWALA



CONTACT

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Diera Dubai

SKILLS

- Sales Forecasting
- Public Relations
- Teamwork
- Time Management
- Leadership
- Effective Communication
- Critical Thinking
- Quicl Learner
- MS Office
- Inventory Control

LANGUAGES

- English
- Hindi
- Gujrati
- Urdu



PROFILE

I am an experienced sales representative with a proven track record of generating new business and increasing sales. With a strong background in customer service, I thrive at building relationships with clients and developing tailored solutions that meet their unique needs.



WORK EXPERIENCE

Swarovski India

Brand Ambassador

2024

- Followed up on leads and potential customers to nurture relationships and generate future sales.
- Built strong relationships with retail partners through effective communication, problem-solving, and collaborative approaches
- Utilized CRM tools to track customer interactions and identify opportunities for cross-selling and upselling.
- Utilized effective communication techniques to maintain open and transparent communication with customers.
- Implemented strategies to generate repeat business and increased orders through exceptional customer service and timely follow-responsible for Cash Collection
- Leveraged promotional activities and cross-selling techniques to increase sales and average transaction value.
- Doing Customer Follow-ups
- Coaching and mentoring staff on customer service and operational procedures.
- Organized and maintained inventory to ensure products were displayed effectively and efficiently.
- Successfully resolved customer queries and complaints, ensuring customer satisfaction and loyalty.

Superdry India

2023

Fashion Consultant

- Assisted international customers with product selection, sizing, and purchase decisions, ensuring a positive and memorable shopping experience.
- Accurately maintained daily sales reports (DSRs) by recording all sales transactions, customer information, and relevant data, ensuring data integrity and consistency.
- Organized and maintained inventory to ensure products were displayed effectively and efficiently.
- Implemented impactful visual merchandising displays to enhance store aesthetics and attract customer attention, resulting in increased product visibility and sales.

PERSONAL DETAILS

Date of Birth - 23/11/2002
Nationality - Indian



Fauget Studio

2022

Marketing Manager & Specialist

- Actively engaged in direct sales to retail customers within the power tools market
- Conducted daily follow-ups with clients to address inquiries, resolve issues, and ensure customer satisfaction.
- Developed and maintained strong customer relationships to foster long-term partnerships
- Successfully collected cash payments from customers promptly and accurately.
- Played a crucial role in achieving and exceeding monthly sales targets through effective sales strategies and performance tracking.
- Sales & Negotiation: Proven ability to effectively present products, negotiate deals, and close sales.
- Cash Handling & Management: Experience in handling cash transactions accurately and efficiently.
- Market Knowledge: In-depth understanding of the power tools market, including trends, competitors, and customer needs.
- Time Management & Organization: Ability to prioritize tasks, manage time effectively, and meet deadlines.



EDUCATION

Bachelor of Buisness Administrations

2020-2023

Vikram University | Ujjain

Airport Management Diploma

2023

VFLY Aviation | Udaipur