



## PERSONAL DETAILS

Mobile	056-198-4818
Address	Sharjah, Kalba, UAE
Email ID	RAFIHSUBHAN47@gmail.com
Passport No	P4118517
Visa	201435
Visa Expiry	26.04.2023
License	Valid UAE Driving License (Light Vehicle Manual) (Drive 3-ton pickup)
Nationality	Indian
D.O.B	18.02.1993
Gender	Male

## ACADEMIC CREDENTIALS

### Higher Secondary

Board of Higher Secondary School  
Persuing - Cherpulassery

### SSLC

Board of Public Examination  
Cherpulassery / Kerala

## COMPUTER PROFICIENCY

- Windows
- MS Word
- MS Excel
- MS PowerPoint
- Photoshop

# RAFIH SUBHAN PADINJAREKKARA

## DRIVER CUM SALESMAN

Highly experienced and results-driven Sales cum Warehouse Incharge with a proven track record of creating and implementing successful sales and marketing strategies. Adept at maximizing profits within limited budgets and performing market research to develop strategic reports and organize and promote successful marketing campaigns. Strongly motivated to aggressively pursue new sales leads, with a high success rate. Skilled in working with customers and other executives, as well as keeping staff informed and motivated. Seeking a full-time position that offers professional challenges and allows for the use of excellent interpersonal, time management, and problem-solving skills.

## KEY SKILLS

Retail Sales	Management	Warehouse Operations
Analytical skill	Client Management	Field Sales
Supervision	Leadership	Excellent Communication skill

## EMPLOYMENT CHRONICLE

❖ **DRIVER CUM SALESMAN** May.2017 - Present  
AL FURAT EST DRINKING WATER. SHARJAH

- Deliver technical and non-technical sales presentations to potential clients, highlighting the features and benefits of the products or services being offered.
- Develop and execute sales strategies to increase qualified leads and close deals.
- Maintain a complete database of potential and current clients, including contact information, purchase history, and preferences.
- Build and maintain relationships with clients, through regular communication and follow-up, to ensure customer satisfaction and to identify opportunities for repeat business.
- Meet or exceed sales targets, as set by management, by consistently achieving or exceeding sales quotas.
- Continuously stay informed about industry trends and competitive developments, to identify new sales opportunities and to improve sales strategies.
- Provide detailed and accurate sales reports to management, including forecasted sales, actual sales, and any issues that may impact sales performance.
- Provide exceptional customer service and support to clients throughout the sales process.
- Collaborate with other departments within the organization, such as customer service and logistics, to ensure smooth delivery and implementation of products or services.
- Identifying new business opportunities and potential partnerships with other companies.
- Managing sales pipeline and forecasting future sales.
- Negotiating deals and closing contracts.

## CERTIFICATIONS

### ❖ Certificate of Sales Executive Experience

Endorsed by AL FURAT EST DRINKING WATER PURIFICATION CO LLc for diligence and adherence to organizational policies and procedures during tenure.

### ❖ Certificate of Store Keeper Experience

Endorsed by Oncon Enterprises for diligence and adherence to organizational policies and procedures during tenure.  
Date : 20.05.2013 – 4.1.2017

### ❖ Certificate Course in Computer Operations

Windows, Word, Excel and PowerPoint  
Date : 2008

## LANGUAGES

- English [Read, Write]
- Hindi [Read, Write]
- Malayalam [Read, Write]
- Arabic [Read, Write]

### ❖ ONCON ENTERPRISES

May.2013 – Jan.2017

Flipkart.com. Amazon.in, snapdeal.com - Seller Hub Bangalore, India  
[Panel Controller Cum Store in charge]

- Overseeing the procurement process and ensuring inventory levels are adequate to meet consumer demand
- Developing and executing marketing strategies to promote products and increase sales, including listing products on e-commerce platforms such as Flipkart, Amazon, and Snapdeal
- Managing accounting tasks and preparing financial statements
- Providing top-notch customer service and maintaining the company website
- Creating SKUs, editing product images and listing products on various e-commerce platforms
- Verifying and managing product listings, including activating and deactivating them
- Registering and promoting brands
- Monitoring product quality, gross revenue and maintaining advertising and promotions
- Investigating and addressing product return reasons, and sharing the findings with team and management
- Managing product returns, claims and settlements
- Monitoring and responding to email and panel notifications
- Checking and maintaining inventory and account health
- Investigating product ratings and customer feedback
- Reporting and addressing technical issues on the website to Seller Central.

## DECLARATION

I hereby declare that all the details mentioned above are in accordance with the truth and fact as per my knowledge and I hold the responsibility for the correctness of the above-mentioned particulars.

**RAFI SUBHAN PADINJAREKKARA**