

DULKIFAL ALIKKAL

SALES CUM DRIVER

PROFILE

Dedicated and results-oriented Sales cum Driver with over 12 years of experience in a proven track record of driving revenue growth through effective sales strategies and exceptional customer service. Adept at building and maintaining client relationships, meeting sales targets, ensuring timely and safe delivery of goods and safe driving record to enhance customer satisfaction. Possesses strong communication and interpersonal skills, combined with a solid understanding of sales processes and logistics. Demonstrates a commitment to excellence in customer satisfaction and a keen ability to adapt to diverse business environments.

WORK EXPERIENCE

2022 **SALES CUM DRIVER**
2023 RUKN AL NAIF VEGETABLES & FRUITS L.L.C, DUBAI, UAE

- Receive and process customer orders promptly and accurately.
- Build and maintain positive relationships with clients, addressing their needs and concerns.
- Stay informed about industry trends, competitor activities, and market demands.
- Place orders with suppliers to ensure an adequate inventory of fresh produce.
- Monitor stock levels and adjust orders based on demand and availability.
- Plan and coordinate delivery routes to ensure timely and efficient distribution.
- Communicate delivery schedules with customers and internal stakeholders.
- Safely operate and drive light vehicles, such as small cars and vans, following traffic rules and regulations.
- Operate 3-ton and 4-ton drive pickups safely and responsibly, following traffic laws and company policies
- Develop and implement sales strategies to maximize revenue.

SALES CUM DRIVER
FALCON PACK INDUSTRY L.L.C, SHARJAH, UAE

- 2021**
2022
- Interact with customers in a professional and friendly manner.
 - Understand customer needs and provide information about products or services.
 - Safely operate and drive light vehicles, such as small cars and vans, following traffic rules and regulations.
 - Operate 3-ton and 4-ton drive pickups safely and responsibly, following traffic laws and company policies
 - Conduct sales presentations and demonstrations to showcase products or services.
 - Provide product knowledge to customers and answer any questions they may have.
 - Develop strategies to maximize sales and increase revenue.
 - Safely and timely deliver products to customers at designated locations.
 - Maintain accurate records of deliveries, including delivery notes and invoices.
 - Communicate with the warehouse or inventory team regarding stock levels.
 - Collect payments from customers upon delivery, if applicable.



CONTACT

Phone : +971 564650876

Email : kifaluae@gmail.com

Address : Dubai, UAE

EDUCATION

2010
Higher Secondary
Board of Higher Secondary Examination, Kerala

2007
Secondary School
Board of Public Examination, Kerala

SKILLS

- Driving Skills ●●●●●●●●
- Safe Driving Techniques ●●●●●●●●
- Sales and Marketing ●●●●●●●●
- Safe Driving Practices ●●●●●●●●
- Sales Strategies ●●●●●●●●
- Product Knowledge ●●●●●●●●
- Delivery Schedules ●●●●●●●●
- Customer Service ●●●●●●●●
- Sales Targets ●●●●●●●●
- Time Management ●●●●●●●●
- Negotiation Skills ●●●●●●●●
- Clean Driving Record ●●●●●●●●
- Traffic Regulations ●●●●●●●●

WORK EXPERIENCE

2018
2020

LIGHT VEHICLE DRIVER
FALCON PACK INDUSTRY L.L.C, SHARJAH, UAE

- Safely operate and drive light vehicles, such as small cars and vans, following traffic rules and regulations.
- Operate 3-ton and 4-ton drive pickups safely and responsibly, following traffic laws and company policies
- Perform regular pre-trip and post-trip inspections on the vehicles, reporting any issues to the maintenance department.
- Prepare invoices for delivered goods, ensuring accuracy in terms of quantity, description, and pricing.
- Maintain accurate records of deliveries, including receipts, delivery notes, and other relevant documents.
- Transport goods to designated locations in a timely and efficient manner.
- Perform routine checks on the vehicle to ensure it is in good working condition.

2013
2018

TECHNICAL ASSISTANT
KROMBERG & SCHUBERT JEBEL ALI FREE ZONE, DUBAI, UAE

- Provide technical assistance and support to end-users, customers, or internal teams.
- Assist with troubleshooting and problem resolution related to hardware, software, or technical processes.
- Ensure that documentation is up-to-date and easily understandable for end-users.
- Ensure that all installations comply with company standards and industry best practices.
- Provide guidance and support to users to enhance their technical proficiency.
- Ensure a positive and supportive experience for end-users.

2011
2013

DRIVER
AL AKBAR TOURS AND TRAVELS SERVICES IN KERALA, INDIA

- Operate the vehicle safely and responsibly, following all traffic rules and regulations.
- Ensure the safety of passengers, cargo, and oneself during transportation.
- Report any delays, accidents, or other incidents promptly.
- Safely load and unload fruits and vegetables onto the vehicle, ensuring proper stacking and securing of the cargo to prevent damage during transit.
- Maintain accurate records of deliveries, including receipts, invoices, and any other relevant documentation.

TECHNICAL SKILLS

- MS Word
- MS Excel
- MS PowerPoint
- Program Installation
- Internet

DECLARATION

I hereby declare that the above particulars of facts and information stated are true, correct and complete to the best of my belief and knowledge.

DULKIFAL ALIKKAL

DRIVING LICENSE

LMV – UAE : 3722987/13205416
Licence Type : No.3, Manual
Place of Issue : Dubai
Date of Issue : 19/06/2017
Date of Expiry : 26/06/2027
LMV- India : 53/4075/2010
Date of issue : 09/07/2010
Place of issue : Kerala-Perinthalmanna

LANGUAGES

- English
- Hindi
- Malayalam
- Arabic

PASSPORT DETAILS

Passport No : U0819216
Date of Issue : 25/08/2020
Date of Expiry : 24/08/2030
Place of Issue : Dubai

PERSONAL DETAILS

Date of Birth : 19/01/1991
Nationality : India
Gender : Male
Marital Status : Married
Visa Status : Visit Visa

REFERENCES

MR USAMA THAHA
Manager
Falcon Pack Industry Sharjah UAE
+97165353334
Managerthaha@gmail.com

INTERESTS



Music



Driving



Sports



Movies