|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | fkhan766766@gmail.com+971524961642United Arab EmiratesUnited Arab Emirates **Education** JINJA COLLEGEJINJA SENIOR SECONDARY SCHOOL**LANGUAGES** * English
* Swahili

**Laha** |  |

|  |
| --- |
| **farhan** **khan** |

**Professional Summary**Highly experienced person known for exemplary team-building and project oversight skills, with reputable experiences in different fields. Gifted at working with all types of personalities. Performance history of developing strong collaborative relationships and delivering impressive results.**Skills**

|  |  |  |
| --- | --- | --- |
|   | * Extensive knowledge of Microsoft package (Excel, Word, power point)
* Knowledge of Data Collection tools.
* Critical and Creative thinking skills
 | * Communication skills
* Organization and Leadership skills
* Management and team work skills
* Adaptability and Empathy skills
 |

 **Work History**Majid Al Futtaim, Carrefour ( Dubai ) - Store Associate in FMCG and bakery * Engaged in friendly conversation with customer to better uncover individual needs.
* Delivered energetic responses to customers in-store and by telephone, going above and beyond to serve needs.
* Used in-store system to locate inventory and place special orders for customers.
* Monitored sales floor and merchandise displays for presentable condition, taking corrective action such as restocking or reorganizing products.
* Maintained up-to-date knowledge of store sales, payment policies and security standards.
* Listened to customer needs and desires to identify and recommend optimal products.
* Answered customer questions about products and services, helped locate merchandise, and promoted key items.

 **Mombasa Cement, Kenya – Retail and Marketing*** Working closely with buyers and other merchandisers to plan product ranges.
* Meeting with suppliers, distributors and analysts.
* Managing budgets.
* Predicting sales and profits.
* Negotiating quantities and delivery timescales.
* Supervising and training junior staff.

Dammam Phones and Electronics – Sales and Marketing* Generating leads.
* Meeting or exceeding sales goals.
* Negotiating all contracts with prospective clients.
* Helping determine pricing schedules for quotes, promotions, and negotiations.
* Preparing weekly and monthly reports.
* Giving sales presentations to a range of prospective

**Additional Information**MY PROFICIENCIES* Creative problem-solving attitude with a focus on timely delivery and ownership of results
* Able to handle multiple simultaneous projects, highly organized and able to prioritize and meet tight deadlines
* Excellent verbal and written presentation skills
* Attention to details and ability to work in high pressure environment
* Ability to work comfortably in a group/ collaborative setting
* Natural curiosity to learn new things, technologies, business models and industry trends
* Result-oriented, self-motivated and proactive, needing minimal supervision

**DECLERATION**I hereby declare that the information is true to the best of my knowledge and belief and nothing has been concealed or distorted.FARHAN KHAN |  |

.