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|  | fkhan766766@gmail.com    +971524961642    United Arab Emirates  United Arab Emirates    **Education**    JINJA COLLEGE  JINJA 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 |  |

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