



FAAES MAHAMOOD

SALES EXECUTIVE

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📍 Dubai, United Arab Emirates

EDUCATION

Airport Operation

Dubai, UAE
2023

Diploma in Software

JDT Islam Polytechnic College
Calicut University
2015 - 2017

Higher Studies

Cbse
2013 - 2014

EXPERTISE

Sales Strategy
Team Leadership
Client Relation
Market Analysis
Presentation
Business Development
Strategic Planning

LANGUAGE

English
Arabic
Hindi
Malayalam

Date of birth: 31 Jan 1996
Marital Status: Single
Nationality: India
UAE Driving License: Yes

ABOUT ME

Results-driven Sales Manager with a track record of exceeding targets and driving revenue growth. Skilled in developing effective sales strategies, leading high-performing teams, and building strong client relationships. Analytical and customer-centric approach to optimize sales performance. Exceptional negotiator with a focus on delivering exceptional results.

WORK EXPERIENCE

○ 2021- 2023

Helal Al Barsha Supermarket | Dubai, UAE

Sales Manager

- Achievement of Sales Targets
- Developed and executed effective sales strategies, driving 15% revenue growth.
- Led a high-performing sales team, consistently surpassing sales targets.
- Assisted in managing accounts payable and accounts receivable. Handled invoicing, expense reports, and financial statements, reconciled bank statements, and resolved discrepancies.
- Maintained accurate and up-to-date financial records

○ 2019 - 2021

Helal Al Barsha Restaurant | Dubai, UAE

Restaurant Manager

- Manage restaurant operations for smooth functioning.
- Train and supervise staff to ensure excellent service and compliance. Develop and implement SOPs for food, cleanliness, and customer interactions.
- Monitor and maintain inventory levels to minimize wastage.
- Create and update menus based on customer preferences and market trends.

○ 2017 - 2019

Green Park Supermarket | Dubai, UAE

Assistant Manager/Incharge

- Managed 15 employees, overseeing store operations, stock control, customer service, and health and safety compliance in a busy grocery store.
- Implemented a new stock management system resulting in a 20% reduction in stock losses.
- Grew sales by 25% through implementing an endless aisle.

ACHIEVEMENTS

- Exceeded Revenue Target
- Major Account Acquisition
- Sales Process Improvement
- Team Performance Enhancement
- New Market Penetration
- Strategic Partnerships
- High-Value Contracts