



Contact

Phone

0508653991

Email

fasilkpdy@gmail.com

Education

- Higher Secondary Education
GOVT of India
- Secondary Education

Expertise

- MS OFFICE

Language

English

Arabic

Malayalam

Hindi

Personal Info

Date of Birth : 23/05/1992

Gender : Male

Marital Status : Single

Nationality : Indian

Visa Status : Residence visa

Driving License : UAE Driving License
(Manual)

FASIL EK

To work for an organization by taking responsibilities and strive for collective growth and development, continuously improve my knowledge and skills, thereby contributing to my level best for company's growth, work with a positive mental attitude.

Experience

Arabian Foodstuff Trading I UAE

Out Door Van Sales Executive (Feb 2022 - Jan 2023)

- "Get the sale" using various customer sales methods ,door-to-door, cold calling, presentations etc
- Evaluate customers skills, needs and build productive long lasting relationships
- Providing feedback to the company on market trends, customer needs, and the effectiveness of sales strategies.
- Meet personal and team sales targets
- Promote and sell products
- Research accounts and generate or follow through sales leads
- Travel regularly to meet with clients, attend industry events, and visit potential customers.

AL Yasaat Seafood Trading LLC I UAE

Sales Executive (April 2019 - June 2021)

- Hunting and sales outreach work to procure new customers via phone, e-mail, door to door and through sales leads given.
- Provide sales execution and sales operational support for all account base, including revenue forecasting and a variety of reporting and analytics.
- Review raw sales and customer data. Provide quality data, insights and recommendations for the development of customer strategy.
- Optimize and maintain sales target through planning, forecasting and coordination with different internal departments - Marketing, Operations, Purchasing and Logistics.
- Collaborate with Marketing and Purchasing to provide pricing recommendations.
- Knowledge of IT, usage of Microsoft Windows software application and the ability to quickly pick up essential software knowledge, as and when required to perform efficient business functions.
- Maintaining the credibility of the customers' payment terms via prompt collections, close monitoring of accounts and having external information, insights and business intelligence, on credit issues of your customers.

LuLu Group International I KSA

Retail Sales Executive (Feb 2016 - Sep 2018)

- Welcome and greeting customers in store.
- Promote and market food products via store displays .
- Use visual techniques to attract customers to their food products .
- Take inventory, removing expired/damaged products, replacing products Meet with store managers on re-ordering products
- Assist in marketing and sales strategies and producing goals for employers and clients and Assist with selecting food products during seasonal times.
- Address customer complaints or issues / maintain high customer service levels Collaborating with buyers, suppliers, distributors and analysts to negotiate prices, quantities and time-scales
- Monitor stock movement and consider markdowns, promotions, price changes, clear outs etc
- Remain up to date with industry's best practices

Declaration

I hereby declare that, the above information is true and correct to the best of my knowledge.