



# FAYYAS MIDULAJ ROSHAN

Sales executive

Driven professional with background in sales, customer service and operations management across diverse industries. Highly skilled at fostering relationships with customers to increase loyalty and retention while improving satisfaction levels. Seeking to leverage strong target achievement to progress within growing company.



Al qusais, Dubai



+971501874822



linkedin.com/fayyas-roshan



fayasroshan@gmail.com

## Education

**Master of Business Administration** 2019 – 2021  
**Pondicherry University**  
Specialized in Sales And Marketing

**Bachelor's Degree in commerce** 2015 – 2018  
**Pondicherry University**  
Specialized in Bcom Finance

## Expertise

SAP- FICO	<div><div></div></div>
Tally erp/Prime	<div><div></div></div>
Sage 50	<div><div></div></div>
Quickbooks	<div><div></div></div>
Msoutlook, word, Excel	<div><div></div></div>

## Skills

- Packaged Consumer Goods Sales
- Strategic and social selling
- Effective Communication
- Sales presentations
- Upselling expertise
- Customer service
- Negotiation
- Marketing

## Languages

**English**  
Full professional proficiency

**Urdu/Hindi**  
Full professional proficiency

**Tamil**  
Full professional proficiency

**Malayalam**  
Native, Bilingual proficiency

**Arabic**  
Read and write

## Work Experiences

### FMCG -Van Sales executive

#### Manroy general trading (11/2022- Present)

##### Achievements/Tasks

- Offer consumer goods packages to clients
- Meet with clients every week to update or renew services
- Built relationships with clients to maintain sales goals and create new opportunities
- Developing new client relationships by following up on network sales leads and following up on those who expressed interest

### Sales Assistant/Admin

#### Timberland LLC Dubai,uae (12/2021- 10/2022)

##### Achievements/Tasks

- Actively seek out new sales opportunities through cold calling, responding to queries, quotation and negotiation
- Working with senior personnel to identify and manage company risks
- Managing heavy load administrative tasks with accuracy
- Assisting customers in selecting products and ensure stock and availability

### Tele sales/Customer relations Executive

#### Meowpo qatar (02/2021-11/2021)

##### Achievements/Tasks

- Used outstanding product knowledge, sales abilities and customer relations skills to drive substantial sales Increase
- Maximised average transaction value with targeted upselling strategy
- Confidently and professionally resolved customer queries as they arose
- Provided excellent sales services by offering bespoke product advice to meet exact customers needs

## Driving license

### Driving licence category

Light vehicle manual class 3 - Uae