

# IRSHAD K P

## Sales Executive

Rashidiya, Dubai, UAE

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## SUMMARY

Results-driven Sales Executive with extensive experience across diverse industries, including retail management and operational supervision. Proven track record in driving revenue growth, optimizing customer experiences, and leading high-performing teams. Skilled in strategic planning, sales forecasting, and relationship building, with a strong ability to analyze market trends and identify business opportunities.

## PROFESSIONAL EXPERIENCE

### Facility Admin

09/2024 – Present

Book with Star, KML Building, Al-Quoz, Dubai, UAE

- Organize and oversee sports events and coordinate long-term space rentals for premium clients like trainers.
- Manage client interactions, including inquiries, bookings, and issue resolution.
- Ensure the maintenance and cleanliness of facilities for a premium user experience.
- Support client requirements by providing logistical and administrative assistance.
- Develop and implement operational policies to optimize facility use and revenue.
- Monitor facility equipment and arrange timely repairs or replacements.

### Operations Supervisor

07/2022 – 08/2024

Rashidiya Clinic Cafeteria, Rashidiya, Dubai, UAE

- Supervised daily operations of a cafeteria with a team of 10-15 employees.
- Oversaw food supply operations for nearby restaurants, ensuring timely delivery.
- Managed inventory, ordering supplies to meet demand efficiently.
- Handled employee schedules, training, and performance evaluations.
- Ensured compliance with food safety and hygiene standards.
- Implemented cost-saving measures to improve profitability.

### Managing Partner

10/2020 – 05/2022

Burger Lounge, Kannur, Kerala, India

- Assisted in managing daily operations of a fast-food chain with 20-25 employees.
- Supervised staff to maintain quality service and customer satisfaction.
- Monitored inventory levels and coordinated with suppliers for restocking.
- Handled employee training programs to improve service standards.
- Implemented marketing campaigns to increase local customer engagement.
- Ensured compliance with safety and health regulations.

### Sales and Inventory Supervisor

09/2015 – 06/2020

Al-Barkah Supermarket, Jizan, Saudi Arabia

- Led sales and retail operations, driving revenue growth and customer retention.
- Supervised a team of staff to ensure excellent customer service.
- Managed inventory control, restocking, and vendor negotiations.
- Developed pricing strategies and promotional campaigns.
- Monitored market trends to align product offerings with customer demands.
- Ensured a well-maintained store layout for a superior shopping experience.

## EDUCATION

### Higher Secondary Certificate

2010 - 2012

Higher Secondary Education, Government of Kerala, India

## SKILLS

- Sales & Marketing Strategies
- Process Improvement
- Problem Solving & Negotiation
- Customer Relations
- Technical Operations
- Operations Management
- Supply Chain Management
- Financial Management
- Inventory Control

## ACHIEVEMENTS

- Successfully secured long-term rental agreements with premium clients, increasing facility occupancy by 15% within the first six months.
- Streamlined the supply chain process, reducing food delivery time to partner restaurants by 20%, leading to improved client satisfaction.
- Implemented an inventory tracking system that reduced stock shortages by 20%, ensuring uninterrupted service during peak hours.
- Introduced a seasonal product rotation strategy, resulting in a 10% increase in monthly sales while reducing unsold inventory.

## ADDITIONAL INFORMATION

- **Technical Skills:** Excel(Intermediate), Accounting Software(Tally ERP 9), Microsoft Office Suite.
- **Languages:** Arabic-Fluent, English-Proficient, Hindi-Fluent, Malayalam-Native.
- **Licenses:** Possess a valid UAE Driving License.