



JAFAR V U

Sales Marchandiser

ABOUT ME

To work in an organization that can fully tap the potential in me, by providing an intellectually stimulating and nourishing environment and grow along with contributing towards bringing laurels and profits to the company.

CONTACT

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United Arab Emirates

Dubai - Al Rashidiya

EDUCATION

- **Twelfth (Commerce)**
Commerce - Kerala State Board

- **SSLC**
Kerala State Board

EXPERTISE

MS office

Sales skills

ANALYTICAL SKILLS

Communication skills

LANGUAGE

English

Hindi

Malayalam

PERSONNEL DETAILS

Gender : Male

Marital Status : Single

Nationality : Indian

Date of Birth : 30/01/1994

Uae License No : 4480774

Visa Status : Resident Visa

Passport No : W7526545

EXPERIENCE

Lulu Hypermarket ,
Dubai

○ Salesman cum Outdoor delivery

- Engaging with potential customers, providing product information, and answering queries about available merchandise.
- Maintaining accurate records of customer orders, delivery schedules, and customer communication using designated systems.
- Adhering to specific home delivery guidelines, ensuring proper handling and delivery of products to customers, and following established safety protocols.
- Coordinate office activities and operations to secure efficiency and compliance to company policies.
- Intensely seeking out new customer leads and generating sales opportunities through outdoor marketing and promotional activities.
- Maintaining a comprehensive understanding of the products on offer and staying updated on any promotions or special offers.
- Collaborating with the indoor sales team and management to coordinate sales efforts and achieve overall sales targets.
- Reporting on outdoor sales activities, customer feedback, and market trends to the sales manager or relevant team members.
- Adhering to health and safety regulations related to outdoor sales activities, ensuring a safe and secure environment for both staff and customers.

iD Fresh Food India Pvt. Ltd., Bangalore, India

○ Sales marchandiser - 3 Year

- Identify selling possibilities in market place and evaluate customer needs.
- Actively seek out new sales opportunities through shop visits, relationship building and networking.
- Set up meetings with potential clients and listen to their wishes and concerns.
- Prepare and deliver appropriate samples & presentations on products and services.
- Create frequent reviews and reports with sales and financial data.
- Ensure the availability of stock for sales and demonstrations.
- Participate on behalf of the company in exhibitions or conferences.
- Negotiate/close deals and handle complaints or objections.
- Collaborate with team members to achieve better results.

Al Fadha Trading Company - Qatar

○ Salesman - 1 Year

- Responsible for understanding and handling customers queries, conflicts and follow-ups.
- Create and update records and databases with personnel, financial and other data track.
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DECLARATION

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

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