



MUHAMMED JAMSHEER

SALES EXECUTIVE / VISUAL MERCHANDISER

An effective communicator possessing excellent presentation & soft skills with honed marketing management, logical and problem-solving abilities. · Recognized for successfully meet targets, proficiently formulating and implementing budgets, building high-performing teams and nurturing fruitful relationships with customers.

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WORK EXPERIENCE

SALES EXECUTIVE

Al Tayeb Distribution SP LLC - Lulu Group International

01/2019 - Present

Abu Dhabi, United Arab Emirates

Achievements/Tasks

- Acting as a point of contact between customers and companies.
- Negotiating terms of sales and agreements and closing sales with customers.
- Gathering market and customer information to figure out the customer needs.
- Responding to customer queries and resolving their objections to get them to make a purchase.
- Advising product developers on improvements to include in forthcoming product developments and discussing special promotions.
- Creating proposal documents as part of the formal bidding procedure.
- Inspecting inventory in stock and the quality of the product on display.
- Providing customers with detailed and accurate quotations and cost calculations.

VISUAL MERCHANDISER

Lulu Group International - GCC

05/2013 - 12/2018

Gulf Countries

Achievements/Tasks

- Define, design and implement a creative visual merchandising strategy.
- Create appealing and eye-catching visual displays that lead the customer through the entire store.
- Produce window displays, signs, interior displays, floor plans and special promotions displays.
- Come up with, revise and present design ideas with assistant merchandisers.
- Change displays to promote new product launches and reflect festive or seasonal themes.
- Research lifestyle, demographics and design trends.
- Oversee the production and brief staff on arranging displays.

Sales staff and Supervisor

Lulu Group International

08/2011 - 04/2013

Abudhabi, United Arab Emirates

SKILLS

Understanding of the brand

Creative flair

Point of sales knowledge

Sharp analytical skills

Strong communication and leadership skills

Commercial awareness

Problem solving

An eye for trends

Visual Merchandising

Technical knowledge

Research skills

Teamwork and leadership skills

Sales analysis skills

MS Office

SAP Knowledge

Online Marketing

CERTIFICATES

Developing High Performance Visual Merchandising Team (07/2016)

- Huminvest

Strategic Branding and Visual Merchandising (06/2015)

- Solomon Management

ACHIEVEMENT

UAE-Manual Car License (11/2016 - 10/2026)

LANGUAGES

English

Full Professional Proficiency

Hindi

Full Professional Proficiency

Malayalam

Native or Bilingual Proficiency

Arabic

Limited Working Proficiency

EDUCATION

Higher Secondary Education - Kerala state Syllabus