



## JASIM VK

SALES EXECUTIVE

### PERSONAL PROFILE

I am a Sales Executive with over 2 year experience in providing excellent customer support and building customer loyalty.

### SKILLS & ABILITIES

- Motivated, well-disciplined individual
- Finds joy in assisting others
- Knowledgeable in conversational English, hindi, malayalam.
- Team player
- SAP
- Ms excel
- Ms word
- Internet Know-How

### CONTACT INFORMATION

Mob: 056 850 8176  
Uae Driving Licence  
Light motor  
(manual)-236475

Passport No:M5193845

jasimvkjasi70@gmail.com

<http://linkedin.com/in/jasim-vk-935066199>

Address: - Industrial Area 13  
- Sharjah

## EMPLOYMENT HISTORY

### SALES FMCG -PUTHAN FOODSTUFF 2021 -2024

- Keeping in contact with existing customers in person and by phone
- Making appointments with and meeting new customers
- Agreeing sales, prices, contracts and payments
- Meeting sales targets
- Promoting new products and any special deals
- Advising customers about delivery schedules and after-sales service
- Recording orders and sending details to the sales office
- Giving feedback on sales trends

### INVENTORY CONTROLLER

#### NESTO HYPER MARKET LLC-AJMAN- 2020-2021

- Monitoring inventory levels and replenishing stock as needed.
- Developing and implementing inventory control systems and practices.
- Liaising and negotiating with vendors and suppliers to ensure the quality of stock purchases.
- Coordinating the logistics of purchase orders, stock transfers, deliveries, tagging, and processing.
- Forecasting supply and demand requirements to ensure stock availability.
- Tracking inbound and outbound orders to prevent overstocking and out-of-stock (OOS).
- Analyzing and reviewing supply chain data to identify and resolve issues.
- Generating purchase and pricing reports, supply chain analysis, and inventory management systems.
- Performing regular stock checks and reporting any issues to the supervisor.
- Maintaining and updating records of purchase orders, pricing reports, and inventory records.

### SALES EXECUTIVE

#### GLS LOGISTICS SERVICES- TRADE CENTER,DUBAI. 2019,2020

- Responsible for developing a plan to achieve sales target
- Responsible for carrying out prospecting calls
- Responsible for establishing and managing relationships with customers in need of the firm's freight transportation services
- Maintain consistently positive interactions to nurture customer relationships
- Take ownership of customer issues and follow-through till resolution
- Represent the firm in negotiating and building relationship with shippers and carriers
- Responsible for aiding successful pick-up and delivering, and over the road assistance while customers' freight moves across America's motorways
- Perform Cold-calling and work to build a book of businesses.

PERSONAL INFO

Date of birth- 08-10-1996  
Gender -MALE  
Nationality - Indian  
Marital status -Single  
Permanent Address - velluthankandyil house  
Kodiyura PO,via Kallachi, Calicut, Kerala  
India -673506

REFERENCES

- Blesson Antony  
Sales executive at CT forwarding cargo  
+971 52 538 9967
- Anoop Jose  
Business development manager at  
Naviglobal +971 52 641 5293
- Zinab Aly  
General manager at Global logistics services.  
+20 102 596631

INTERNSHIP

paramount shipping services pvt ltd CHENNAI  
INDIA - 2019

EDUCATIONAL HISTORY

IIL- Indian Institute of Logistics  
professional diploma in logistics and supply chain  
management -2019 - kochi, india

University of Calicut

Bachelor of Business Administration -2018  
  
- Member, National Service Scheme.

INTERESTS AND HOBBIES

I am interested in studying different languages. Currently,  
I am teaching myself how to speak . I also enjoy  
reading,singing, sports.

DECLARATION

I hereby declare that all the above -stated information  
is true to the best my knowledge and belief.in the event  
of selection, I shall furnish all supporting documents for  
verification.

Sincerely,  
  
Jasim vk

Place:\_\_\_\_\_  
  
Date:\_\_\_\_\_