



**UMMER FAROOK**  
**SHARJAH-UAE**  
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## OBEJECTIVE

To seeks a suitable position with a reputed organization in order to utilize my skills, expertise and experience for the growth & prosperity of the organization to the optimum level as well as facilitate career & professional growth.

## UAE DRIVING LICENSE

License number : 4174559  
Place of issue : Dubai  
Expiry Date : 25/09/2023  
Type : Light vehicle (Automatic)

## Strength

- Comfortable and adaptable to work in the condition
- Self-confident, optimistic, sincere and reliable to take up responsibilities.
- Hard working and eagerly accepts and adapts to new challenges and situation

## Language Known

- ✓ English
- ✓ Hindi
- ✓ Malayalam
- ✓ Tamil

## Profile Status

Name : UMMER FAROOK  
Date of Birth : 30/08/1992  
Nationality : Indian  
Gender : Male  
Marital Status : Single  
Passport No : V9151620  
Place of issue : Dubai  
Visa Status : Employment visa(transferable)

## Educational Qualification

•Higher Secondary

(Government Higher Secondary Manjaeshwar,  
Department of Education Kerala, India)

## Declaration

I have Declare that the information furnished above are true and correct according to the best of my knowledge and belief. If I have get any occasion to prove my ability, I will do best with full of responses.

**UMMER FAROOK**

## EMPLOYMENT SUMMARY

### **SALES EXECUTIVE**

**TECNO MOBILES,SAFARI MALL 2019 – 2022**

- Demonstrate and provide information on promoted mobile phone products
- Create a positive image and lead consumers to use it
- Distribute product samples, brochures, flyers etc. to source new sales opportunities
- Identify interest and understand customer needs and requirements
- Set up booths or promotional stands and stock products
- Team up with co-workers to ensure proper customer service
- Suggest ways to improve sales (e.g. planning marketing activities, changing the store's design)
- Build productive trust relationships with customers

### **BHARATH AUTO CARS PVT. LTD.**

**MANGALORE, INDIA**

**SALES EXECUTIVE 2017 - 2019**

- Greet customers arriving at the dealership
- Showcase the dealership's vehicles and explain their features and warranties to customers
- Answer customer questions about cars, financing and purchase process
- Accompany customers on test drives, collecting licenses and documentation beforehand per best practices
- Negotiate car prices and trade-in values for customers' vehicles
- Coordinate with the finance department to determine each customer's financing and ownership options
- Contact past customers to ensure they are satisfied with their vehicles

### **ORIZ HARDWARE &SOFTWARE TECHNOLOGY PRIVATE LIMITED**

**DUBAI,UAE**

**2016-2017**

### **MARKETING CO-ORDINATOR**

- Meeting with clients and coordinating with their requirements within set timelines.
- Meet new clients who might benefit from company products.
- Develop long-term relationships with clients, through managing and interpreting their requirements.
- Persuade clients that a product or service best satisfies their needs in terms of quality, price and delivery.
- Negotiate sales, tender and contract terms and conditions to meet both client and company needs.
- Calculate client quotations and administer client accounts.
- Work on after-sales support services and provide technical back up as required.
- Prepare reports for the Management and keep customer records.
- Meet regular sales targets and coordinate sales projects.
- Support marketing activities by attending trade shows, conferences and other marketing events.