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# MOHAMMED SHAD N P

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Dubai UAE ♦ 0588249450 ♦ shadmhmd313@gmail.com

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## PROFESSIONAL SUMMARY

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Experienced **Sales Executive cum Supervisor** with an MBA in Logistics & Supply Chain Management, seeking opportunities in the logistics, sales, and administration domains. Proven expertise in driving sales growth, supervising team performance, and delivering exceptional customer service. Skilled in managing inventory, coordinating logistics operations, and streamlining processes to enhance operational efficiency. Known for strong leadership abilities, excellent communication skills, and a focus on achieving targets while fostering a collaborative team environment. Eager to leverage expertise in both sales and logistics to contribute to organizational success.

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## SKILLS

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- Effective Communication
- Lead Generation
- Customer Relationship Management (CRM)
- Cold Calling & Telemarketing
- Sales Negotiation
- Product Knowledge
- Time Management
- Active Listening
- Customer Service Excellence
- Goal-Oriented
- Problem-Solving

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## WORK HISTORY

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**Supervisor Cum Cashier**, 07/2024 - Current

**Mohamediya Store** – Ras Al Khaimah

- Oversee daily store operations and handle cash transactions accurately.
- Deliver exceptional customer service to enhance the shopping experience.
- Stay informed on product details and support visual merchandising efforts.
- Assist with inventory management while ensuring regulatory compliance.

**Telecaller Cum Sales Executive**, 01/2023 - 01/2024

**Eureka Forbes** – Kerala, India

- Make outbound calls to potential clients and follow up on leads.
- Handle inbound calls, addressing customer inquiries and providing product or service information.
- Promote products or services and convert leads into sales.
- Meet or exceed individual and team sales targets.
- Build and maintain strong customer relationships through effective communication.
- Document customer information, sales interactions, and follow-up actions in the CRM system.

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## INTERNSHIP

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**INTERN DATA MANAGEMENT AND OPERATION EXECUTIVE**

Galaxy Cargo Services LLC, Mumbai

03/2024 - 06/2024

- Assist in organizing and managing data, ensuring accuracy and consistency.
- Update and maintain databases with relevant information.
- Support the operations team in tracking project progress and performance metrics.

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- ## EDUCATION
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## EDUCATION

MBA-Logistics &amp; Supply Chain Management: 2024

## Central University - Mizoram

## PG Diploma- Logistics & Supply Chain Management: 2023

## London College - Kochi

## Bachelor of Science in Physics: 2021

**Calicut University - Kerala, India**

## CERTIFICATIONS

- International Professional Post Graduate Programme in Supply Chain Management
- Post Graduate Diploma In Logistics, Supply Chain and Retail Management
- Post Graduate Diploma In International Shipping and Export Import Management
- PG Diploma in Logistics & Supply Chain Management (LSC/Q003) Certificate in MS Excel

## PERSONAL INFO

Nationality : Indian

Gender : Male

Date of Birth : 30-10-1999

Passport No. : R3909484

Visa Status : Residence visa / Own Visa

Availability : Immediate

## UAE Driving

License Number - 284277

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**SOFTWARE PROFICIENCY**

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MS Office - Excel

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# LANGUAGES

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## Malayalam

English

Bilingual or Proficient (C2)

### Advanced (C1)

Hindi

Arabic

Intermediate (B1)

Intermediate (B1)

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Prof. QTS Nambiar

“Academic Head of London College. Former Director spices board Govt.of Kerala”

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## DECLARATION

I hereby declare that the information provided is true and accurate to the best of my knowledge.