

## BOBOMUROD KODIROV



### CONTACT

📍 27d Street, Al Garhoud, Dubai, UAE  
📞 971565694547  
@ thebestyetahead99@gmail.com

### PERSONAL DETAILS

Marital Status : Single  
Nationality : Uzbek

### SKILLS

Communication  
Adaptability  
Collaboration  
Product Knowledge  
Microsoft Software  
CRM Software  
Multitasking  
Customer Acquisition  
Attention to Detail  
Problem Solving  
Negotiation  
Suggestive selling  
Teamwork

### LANGUAGES

English  
Russian  
Uzbek

### PROFESSIONAL SUMMARY

A diligent and hardworking candidate with considerable experience and a sound background in promoting special sales offers and customer relationship management practices. Seeking a position to utilize sales capabilities to make a valuable contribution to customer satisfaction, profitability and the actualization of sales targets. Always ready to go the extra mile and think of the big picture.

### EXPERIENCE

#### Makro Supermarket

04.11.2019 - 21.08.2024

Store Coordinator

Successfully managed the employee's daily performance and operations. Ensured the adequacy of sales-related equipment or materials. Responded to complaints from customers and provided after-sales support when requested.

Inputted orders, ensuring they were processed according to customer requirements. Streamlined the sales process, reducing the sales cycle by 15% and increasing overall efficiency.

Established active communication and engagement with sales representatives to ensure that orders are processed promptly

#### KorzinkaUz Supermarket

11.01.2016 - 28.09.2019

Sales Executive

Conducted effective market research to identify selling possibilities and evaluate customer needs. Actively sought out new sales opportunities through cold calling, networking and making much better use of social media knowledge.

Negotiated deals and handled complaints. Collaborated well with the team members to achieve satisfactory results. Gathered feedback from customers and discussed it with the internal teams.

Implemented cross-selling strategies, leading to a 20% increase in average order value. Won the "Salesperson of the Quarter" award for achieving the highest sales growth rate among colleagues.

#### GUCCI, Glamour Avenue

12.08.2013 - 23.05.2015

Sales Associate

Recommended and displayed items that match customer needs. Assisted customers in selecting products. Ensured high levels of customer satisfaction through outstanding sales service.

Contributed to the sales growth through engagement of customers, suggestive selling and sharing product knowledge.

Processed customer payments and issued receipts using cash registers, maintaining service standards and following all privacy regulations.

### EDUCATION

#### Uzbekistan State World Languages University

2015/2019

Bachelor of Arts in English

#### International College of Economics in Tashkent

2010/2013

AAS in Business Administration