



Bobomurod Kodirov

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OBJECTIVE

To enhance my professional skills, capabilities and knowledge in an organization which recognizes the value of hard work and trusts me with responsibilities and challenges. Always ready to go the extra mile and think of the big picture.

EXPERIENCE

2012 -
2014

- **Sales Associate**

GEOX, Nevsky Centre Mall, Saint Petersburg, Russia

- 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.

2015 -
2017

- **Sales Executive**

KorzinkaUz, Tashkent, Uzbekistan

- 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.

2017 -
2020

- **Assistant Sales Manager**

Artel Electronics, Tashkent, Uzbekistan

- Provided quotations to new prospects in accordance to the guidelines, risk management and underwriting profitability. Handled renewal policies, clients' enquiries relating to all insurance products, and delivered corporate presentations.
- Interpreted market trends and developments. Led and managed the activities of sales and marketing staff. Assisted the Sales Manager in creating and monitoring the process to assign Sales Executives to prospective members.

2020 -
2023

- **Sales Supervisor**

Amazing Red, Compass Mall, Tashkent

- 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. Collaborated with other departments to ensure sales, marketing, queries, and deliveries were handled efficiently.

EDUCATION

- 2011/2013

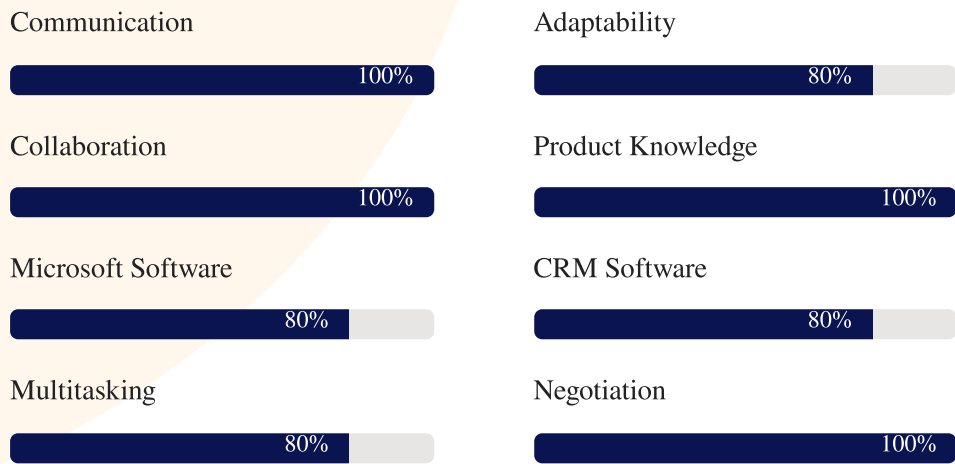
- AAS in Business Administration

Graduate School of Economics, Saint Petersburg, Russia
- 2015/2019

- Bachelor of Human Resources Management

National University of Uzbekistan

SKILLS



ACHIEVEMENTS & AWARDS

- ILTS IDP: 8 This is to assess the language ability of non-native speakers of English.

LANGUAGES

- English
- Russian

PERSONAL DETAILS

- Date of Birth : 27/07/1994
- Marital Status : Single
- Nationality : Uzbek