



CONTACT

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SKILLS

- Territory management
- Customer service
- Market trends understanding
- Excellent interpersonal skills
- Safety protocols
- Google maps navigation
- Roadworthiness assessment
- Sanitation guidelines
- Cash handling
- Food presentation
- Stock management

DRIVING LICENSE

- **License No:** 4470886
- **Date of Issue:** 12/04/2023
- **Date of Expiry:** 12/04/2025
- **Permitted Vehicle:** Light Vehicle

EDUCATION

Intermediate Examination, 2018
Intermediate College Birapatti Varanasi –
Uttar Pradesh

Secondary School Leaving Certificate
(SSLC), 2015

Lakshmi Vilasam High School (LVHS) –
Kerala, India

LANGUAGES

Hindi

Native

Malayalam

Upper intermediate

English

Upper intermediate

NAJEEB SHAFI

PROFESSIONAL SUMMARY

Friendly Sales Supervisor with over 7+ years of experience managing sales team and achieving solid results. Skilled in providing direction, motivation and guidance to sales teams. Adept in hiring and training new employees. Committed to driving success and helping to improve overall shop revenues through dedication, hard work and pleasant demeanour .

WORK HISTORY

Sales Supervisor (2021- 2023)

Lulu Hypermarket - UAE

- **Coached team members** to reach and exceed weekly and monthly sales goals.
- Analyzed sales data to **define weekly quotas** for multiple departments, assessing potential areas of growth.
- Organized and coordinated sales team schedules, **helping staff** meet company and client expectations.
- Planned and developed strategies to **increase sales territory** positioning, exceeding company targets.
- **Enhanced sales** by introducing impactful employee incentive and recognition schemes.
- Checked shop **merchandise regularly** to verify proper display, oversee replenishment activities and enforce planogram requirements.

Sales Executive (2019 - 2021)

Lulu Group International - UAE

- **Establish** and **maintain** positive, profitable client relationships through **superb communication**.
- Deliver **professional sales** presentations, creatively communicating product quality and **market comparisons** to prospective clients.
- **Contact potential customers** to showcase company products or services.
- Foster **positive relationships** with customers, **Business Development, Sales Management, Strategic Planning**.
- Delivered professional sales presentations, creatively communicating product quality and market comparisons to prospective clients.
- Effectively handled **daily customer meetings**, sales calls and account management tasks, improving sales team efficiency.

Driver (2017 - 2019)

Jeyem Express Cargo - Kuravankonam, Thiruvananthapuram, Kerala, India

- **Planned routes** and schedules to achieve **consistent service availability**.
- **Handled customer complaints** and kept customers satisfied through **professional conduct**.
- Delivered outstanding customer care to clients, **driving safely** and **responsibly** to maintain **customer comfort** and security.
- **Managed tasks** like **Forklift Operation, Commercial Driving, Customer Service**.

Sales Staff - Bakery Counter Staff (2016 - 2017)

Bake Corner - Thiruvananthapuram, Kerala, India

- **Produced** and **decorated** high volumes of baked goods to meet daily **production targets**.
- **Handled** bakery transactions and **operated** cash registers with **accuracy**.
- Ensuring **all baked goods** are completed on time for opening.
- Followed **baker's instructions**, multitasking to **complete tasks** in **target timeframes**.