

## RESUME

### SHAIK NADEEM

SALES EXECUTIVE

E-mail: [nadeem.naddu306@gmail.com](mailto:nadeem.naddu306@gmail.com)

Cell no: +971502746359

Available Immediately to join



#### PERSONAL PROFILE

An Individual with 3 years' experience as Sales Executive. I have a proven track record of success in managing all aspects of Sales. I am skilled in implementing and maintaining effective processes and systems and have a strong ability to motivate and lead teams to achieve high levels of performance.

#### SOFT SKILLS:

- Excellent verbal and written communication skills
- Team Management
- Strong Supervisory and Leadership
- Ability to meet Deadlines
- Ability to anticipate and Solve Problems

#### CERTIFICATION :

- Done Internship in SCADA/PLC/DCS/HMI/Auto Cad.
- Done Internship at Maxwell technologies solutions in Embedded Systems.
- Done a project on Examination Room guide Using RFID for the jumbling system-based exams in Embedded systems

#### WORK EXPERIENCE:

- **Company** : Apricot Labs Private Limited  
**Designation** : Sales Executive  
**Experience** : 2020 - 2023  
**Location** : Hyderabad
- **Company** : Simac Industrial and Electrical services  
**Designation** : Sales Executive  
**Experience** : 2019 - 2020

#### Apricot Labs Private Limited Hyderabad | Jun 2020 – January 2023

- Meeting and greeting customers and making them feel welcome.
- Devising and implementing the organization's sales strategies.
- Finding new channels for selling and distribution of products.
- Building relationships with new customers and distributors.
- Building rapport with a new customer and subsequently closing the deal.
- Demonstrating products to customers.
- Maintaining good business relationships with existing customer.
- Liaising with suppliers on a daily basis.
- Deal with customer feedback, enquires, complaints and refunds.
- Using negotiation and communication skills to sell new products in small retail outlets to maximize shelf space and increase market share.
- Liaising with head office to ensure relevant stock is delivered on time.
- Ensuring sales targets are met before the specified deadlines.

#### PROFESSIONAL QUALIFICATION:

- **Bachelor of Technology in Electronics and Communications Engineering**  
From Teegala Krishna Reddy Engineering College Hyderabad from 2015-2019
- **Intermediate in Math's, Physics, Science**  
From Alphores Junior College Karimnagar from 2013-2015

#### STRENGTHS:

- Good Communication skills with Time management, fast learning and Hardworking Capabilities and Workaholic.
- Professional managed and leadership qualities in conductive environment.
- Honest, reliable and pleasant always preserves in learning new task and good learner.
- Good logic representation and analysis capabilities.

#### PERSONAL DETAILS :

Name	:	<b>SHAIK NADEEM</b>
Father's Name	:	SHAIK NAYEEM
Gender	:	Male
Date of Birth	:	03-06-1998
Marital Status	:	Unmarried
Religion	:	Muslim
Nationality	:	Indian
Languages Known	:	English, Hindi, Urdu, Telugu
Address	:	Hor Al Anz building flat no 204 beside Hor Al Anz Post Office Dubai

#### VISIT VISA:

Date of Issue	:	10-02-2023
Date of expiry	:	10-04-2023

#### PASSPORT DETAILS :

Passport no.	:	<b>V4577567</b>
Date of Issue	:	25-11-2021
Date of expiry	:	24-11-2031
Place of issue	:	HYDERABAD

#### DECLARATION:

I, hereby declare that the above mentioned information is true and correct to the best of my knowledge and I shall bear the responsibility for the correctness of the above mentioned particulars.

Date:

Place:

(SHAIK NADEEM)