

Ummer Farook

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Sharjah (United Arab Emirates)



Career Objective:

Seeking a challenging position as a **Sales & Marketing Executive** in a progressive organization offering a challenging job that commensurate with my qualification and experience whereby, I can utilize my talents and skills acquired for enhancing career prospects to contribute for betterment of the organization employed in.

Profile Summary:

- **6+** years of overall experience in Sales & Marketing in India & UAE with reputed organizations.
- Hold a valid **UAE Driving License** (Manual) for Light Vehicles.
- Have excellent planning, organizing, coordination and customer service skills.
- Strategic, logical and reliable; enjoy the challenge of resolving long term issues and influencing revenue positive outcome.
- Enjoy opportunity to think "outside the box" deriving new solutions to old problems through strategic information gathering and data collection.
- Expert in monitoring and tackling obstacles, resolving issues related to sales errors.
- A committed team player, high standards of communication skills to establish positive interpersonal relationship.

Employment History:

Sales and Marketing Executive

Golden Chef Food Stuff Llc.

Umm Al Quwain, UAE

Dec 2022 – Present

Sales Executive

TECNO Mobiles

Safari Mall - Sharjah, UAE

Jul 2019 – Nov 2022

Sales Executive

Bharath Auto Cars

Mangalore, India

May 2017 – Apr 2019

Marketing Coordinator

Oriz Hardware & Software Technology Pvt. Ltd.

Kerala, India

Sep 2016 – Apr 2017

Job Profile & Responsibilities:

- Sells product by establishing contact and developing relationships with prospects, recommending solutions.
- Distribute product samples, brochures, flyers etc. to source new sales opportunities
- Promote and ensure guest satisfaction.
- Support the overall operation to maximize guest satisfaction, team member performance, and business results.

- Maintains relationship with clients by providing support, information, and guidance.
- Set up booths or promotional stands and stock products
- Suggest ways to improve sales (e.g. planning marketing activities, changing the store's design)
- Contact past customers to ensure they are satisfied with the products
- Develop long-term relationships with clients, through managing and interpreting their requirements.
- Persuade clients that a product or service best satisfies their needs in terms of quality, price and delivery.
- Work on after-sales support services and provide technical back up as required.
- Prepare reports for the Management and keep customer records.
- Meet regular sales targets and coordinate sales projects.
- Support marketing activities by attending trade shows, conferences and other marketing events.

Academic Qualification:

Plus 2

Government Higher Secondary – Manjaeshwar, Department of Education Kerala, India

Secondary School Leaving Certificate (SSLC)

GHS Bangra Manjaeshwar, Department of Education Kerala, India

Certifications:

- **Diploma in Computer Hardware & Software**, Kerala, India.

Personal Details:

Date of Birth : 25th August 1992
Nationality : Indian
Status : Married
Visa Status : Employment
Languages known : English, Hindi, Malayalam & Kannada
Driving License : Valid UAE Driving License (Manual)