



**NIYAS S. S**  
Sales Executive

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### LANGUAGES

English	<div></div> <div></div> <div></div> <div></div> <div></div> <div></div>
Hindi	<div></div> <div></div> <div></div> <div></div> <div></div> <div></div>
Malayalam	<div></div> <div></div> <div></div> <div></div> <div></div> <div></div>

### LICENSE DETAILS

License No : 311614  
Place Issue : Ajman  
Permitted vehicle : Light Vehicle

### PASSPORT DETAILS

Passport No : P5412000  
Date of Issue : 02/01/2017  
Date of Expiry : 01/01/2027  
Place Issue : India  
Visa Status : Employment Visa

## CAREER OBJECTIVE

To Be Associated As An Employer With A Progressive Organization That Gives Me Scope To Update Knowledge And Skill In Accordance With A Latest Ideas And A Part Of Team That Dynamically Works Towards Growth Of Organization And Gain Satisfaction There Off.

## ACADEMIC BACKGROUND

- **Bachelors of Business Administration (BBA)**
- **National Society for Technical Education (Diploma)**  
**(KGCEE)Refrigeration and Air conditioning Engineering**
- **Board of Higher Secondary Examination**
- **S S L C (10th Class)**
  - Selling Skills
  - Excellent communication and interpersonal skills for building strong client relationships.
  - Speaking, Active Listening, Negotiation, Bargaining, Questioning Skills
  - Customer service skills
  - Planning and time managing skills
  - Follow-up, and reporting skills
  - Attention to detail, plus analytical and problem-solving capabilities
  - Positive, service-oriented personality
  - Proven ability to handle multiple tasks and work in a fast-paced environment.
  - Confident and determined approach with resilience to cope with rejection.
  - Highly self-motivated and ambitious to achieve sales targets.
  - Strong team player with the capability to flourish in a competitive environment.
  - Good knowledge of MS Office, including Word and Excel.
  - Possess a full driving license.

## WORK EXPERIENCE

**Marketing and Outdoor Sales**  
**Arab and Turk International, Dubai, UAE** **2020- Present**

### Duties & Responsibilities:

- Develop and maintain relationships with existing clients to ensure repeat business and customer loyalty.
- Identify potential clients and conduct market research to expand the customer base.
- Prepare and deliver persuasive sales pitches to convert leads into customers.
- Achieve and exceed monthly sales targets through effective negotiation and closing deals.
- Collaborate with the marketing team to execute promotional activities and product launches.
- Provide excellent after-sales support to resolve customer queries and concerns.
- Understand customer needs and tailor product offerings to meet their requirements.
- Prepare and deliver sales presentations and proposals to clients
- Attend sales meetings, training sessions, and industry events to stay informed about product developments and market trends.

**Van Sales**  
**Al Najath General Trading, Dubai, UAE** **2018 – 2020**

### Duties & Responsibilities:

- Managed product displays and arrangements to optimize visibility and attract customers.
- Present and demonstrate FMCG products to clients, highlighting their features and benefits.
- Fulfilling the requirements of existing Foodstuff/Supermarket/Groceries shops.
- Conducted regular stock checks and replenishments to ensure adequate inventory levels.
- Monitored competitor activities and made strategic recommendations to improve sales.
- Collaborated with the sales team to implement marketing strategies and promotions.
- Delivering orders and collecting payments
- Expanding our customer base and increasing product visibility

## Personal overview

**Date of Birth** : 18/10/1994  
**Gender** : Male  
**Nationality** : Indian  
**Marital Status** : Married

## HOBBIES



### Salesman

Al Ashal Foodstuff Trading, Ajman, UAE

2017 – 2018

### Duties & Responsibilities:

- Developed and executed outdoor sales strategies to promote FMCG products.
- Supporting customers via phone calls, direct walk-ins, and WhatsApp messages.
- Conducted market surveys to identify potential clients and understand customer preferences.
- Participated in trade shows and events to showcase products and generate leads.
- Negotiated and finalized contracts with clients, ensuring mutual satisfaction.
- Resolving customer complaints and concerns professionally to maintain high levels of customer satisfaction
- Safely and efficiently drive a company vehicle to deliver products to customers within designated routes and schedules
- Reporting of day to day activities to the concerned Team Leader

## DECLARATION

I hereby declare that the information provided above is accurate and true to the best of my knowledge. I am eager to contribute my skills and experience to your esteemed organization, and I assure you of my dedication and commitment to achieving success in the role of a Sales Executive.

**NIYAS S.S**