

ROSHAN NAMESIUS ANTONY

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Rolla, Sharjah, United Arab Emirates



Objective

Seeking a sales job that offers a vibrant workplace where I can use my solid sales experience and proven customer-relationship strengths to achieve challenging sales goals.

Experience

2022 - 2023

Mai Dubai

Sales Executive

Target achiever in finding new customers to the company

Maintaining good relationship with the clients and thereby increasing the productivity of company

Accounting for the safe and timeous delivery of purchased products by carefully planning the best routes

Collection and submission of bills and payments on daily basis

Maintaining MIS (Management Information System) for report generation

2018 - 2022

Oasis Pure Water Co Ltd

Sales Executive

Monthly target achiever in the allocated area

Delivering purchase orders and informing existing customers about new products and offers

Signing sales contracts, taking purchase orders, and collecting payments

Researching the market in regular basis for related products and fine market techniques

Laising with other departments to ensure optimal customer service

Maintaining meticulous record of sales, payments, and completed/pending deliveries

Preventing damage to the company van and the company products being transported

Adhere to all company and legal guidelines regarding delivery, collection and procedures inorder to protect company's collection

2016 - 2018

Deal Well Food Stuff Trading Company

Salesman

Monthly target achiever

Launching and distributing selling products

Laising with the suppliers inorder to increase sales

Created a sales reporting and evaluation system

Represented the company in various exhibitions and trade fairs

Taking care of delivery van by periodic maintenance and cleaning

Increasing sales by promoting products and analyzing competitors behavior

Daily maintenance of sales records

2013 - 2015

Quality Windows

Salesman

Selling and achieving targets

Guiding and supporting the buyers

Attending the complaints of customers and if necessary elevate to the management

Collection of bills and payments

Taking care of salesvan

Identifying opportunities to increase sales

Operating company van in accordance to company safety policies and procedures

Education

2012

National Institute of Science and Technology, Kollam, Kerala

Diploma in Fire and Safety Engineering

2009

Kendriya Vidyalaya Higher Secondary School, Trivandrum, Kerala

Plus Two

2007

SVVM HSS, Trivandrum, Kerala

SSLC 10th

Interests

Driving

Travelling

Languages

English

Malayalam

Hindi

Tamil

Personal Details

- Date of Birth : 28 February 1989
- Marital Status : Single
- Nationality : Indian
- Passport Number : J2921271
- Driving License : Light Weight

Skills

- Experienced in merchandising and managing sales in various retail outlets
- Ambitious Nf highly motivated to meet monthly targets
- Have a track record of getting good results and generating sales and improving the service offered
- Good communication skills
- Exceptional time management skills
- Skilled in various computer programs using for sales and service records
- Team worker with good problem solving skills
- Have good skills in map reading and navigation