



# Abuthahir K . S

Sales Supervisor

Dubai , +971545422713 | abuthahirsameer10@gmail.com



## CAREER OBJECTIVE

To obtain a position that will enable me to use my strong organizational skills, award-winning educational background, and ability to work well with people.



## EXPERIENCE

- **R A M S Quality & Standardization Consultants**

Sales Supervisor

01/03/2021 - Present

- Researching potential leads from business directories, web searches, or digital resources
- Identifying, qualifying, and securing business opportunities
- Understanding client needs and offering solutions and support
- Responsible or preparation of Quotations, and sending invoices to the concerned person.
- Coordinating business generation activities
- Responsible for implementing impartiality and confidentiality as per the quality system procedure
- Presenting and delivering information to potential clients at client meetings, industry exhibits, trade shows, and conferences, social media and etc.

- **BLUE GOLD MINERAL WATER**

Sales Executive

06/05/2016 - 29/01/2021

- Presenting sales proposals to potential customers Evaluating customer needs.
- Selling company products or services Educating customers on products and services.
- Identifying opportunities to improve sales performance Monitoring competitor activities.
- Maintaining good relationships with customers.
- Conducting market and industry research.
- Negotiating with existing and potential customers.
- Maintaining records of sales leads.
- Collaborating with the marketing department.
- Maintaining positive business relationships to ensure future sales.



## PERSONAL PROFILE

- Date of Birth : 30/03/1995
- Marital Status : Single
- Nationality : Indian
- Known Languages : English,Hindi, Malayalam,Tamil
- Passport : P6988379



## EDUCATION

- **Government ITI, Mala**  
ITI  
  
2015
- **Board of Higher Secondary Examinations Kerala**  
+2  
  
2013
- **General Education Department of Kerala**  
10th  
  
2011



## TECHNICAL SKILLS

- MS Office
- UAE Driving License Holder



## DECLARATION

I do hereby declare that the above mentioned details are true to the best of my knowledge and belief.

Date : 23/10/2023

Place : Dubai

**ABUTHAHIR K . S**