



SAYED BANDENAWAZ

PERSONAL DETAILS

CONTACT DETAILS

sbnsavanur@gmail.com

+971544278673

UAE Driving License

LANGUAGES

- **English - Fluent**
- Kannada - Fluent
- Hindi - Fluent
- Urdu - Fluent
- Arabic - Fluent

EDUCATION

BBA (Bachelor of Business Administration)

PASSPORT DETAILS

Number : W0982098

Issued date : 01/06/2022

Expiry date : 31/05/2032

DATE OF BIRTH

23rd Nov. 1991

VISA STATUS

Employment

NATIONALITY

Indian

MARITAL STATUS

MARRIED

References furnished up on request

Objective: To become an achiever

PROFESSIONAL SYNOPSIS

- ❖ An excellent planner with proven abilities in accelerating growth, generating customer loyalty levels and serving Retail and corporate sector customers effectively.

KEY STRENGTHS

- ❖ Ability to envision creative sales strengths and programmes, then follow thoroughly on the details to ensure successful implementation
- ❖ Adapt at opening new accounts with challenging customers in fast paced environments
- ❖ Consensus builder and skilled negotiator with the ability to build and maintain excellent relationships over a long sales cycle
- ❖ Able to make rapid assessments and quickly revise tactics to ensure progress and good achievement.
- ❖ Ability to perform well on both independent contributor and team member
- ❖ Being polite and helpful.
- ❖ Excellent numerical skills.
- ❖ Having lots of patience.
- ❖ Being a team player.

AREAS OF EXPERTISE & EXPOSURE

Sales & Service Operations

Drive sales initiatives and for strategic market positioning and ensuring the increase in sales growth

Ensure territorial growth/development for increasing sales volumes.

- ❖ Map & analyze business potential identify new profitable product & product lines.
- ❖ To contact potential customers

Educational Qualification

BBA (Bachelor of Business Administration) year 2015	
Institution	Anjuman-E-Islam Nehru BBA & BCA College, Hubli - Karnataka
Institution Address	Ghantekeri, opposite ghantekeri police station, Hubli - Karnataka
Year of completion	2015

PROFESSIONAL EXPERIENCE

Feb 2024 to Present

Organization : VSS Traders LLC
Department : Sales
Designation : Senior Sales Executive

Job Profile:

- Meeting with clients virtually or during sales visits.
- Establishing new business.
- Maintaining accurate records
- Attending trade exhibitions, conferences, and meetings
- Reviewing sales performance
- Negotiating contracts and packages
- Working towards monthly or annual targets.

Sept 2015 to Oct 2023

Organization : M.H.Al Shaya Co. (H&M Brand, Dubai Mall Branch U.A.E)
Department : Sales
Designation : Senior Sales Associate

Job Profile:

- Welcome customers to the store and answer their queries
- Assist and support to team of Sales Associates,
- Train and Manage of Sales Associates
- Co ordinate with Store Manager, verify and confirm day to day transactions
- Delivering presentations
- Advising & serving customers.
- Processing payments (cash, credits, vouchers and returns)
- Assisting customers in order to help them find what they need.
- Ensuring stock levels are well maintained.
- Promoting store cards or special offers.
- Providing customers with information on pricing, latest offers and product availability.
- Arranging displays.
- Handling customer complaints or handing customers on to management.

March 2014 to July 2015

Organization : Vodafone Store

Department : Sales

Designation : Sales Executive

Job Profile:

- Welcome customers to the store and answer their queries
- Educating customers on latest offers and sim options
- Managing a portfolio of accounts
- Delivering presentations
- Maintaining good relationships with client
- Plan how to enhance the sales to achieving sales target
- Ensure high levels of customer satisfaction through excellent sales service
- Assess customer needs and provide assistance and information on product features
- Follow and achieve department's sales goals on a monthly, quarterly and yearly basis
- Actively seek out customers in store
- Team up with co-workers to ensure proper customer service
- Comply with inventory control procedures

Note: I hereby certify that the above information is true and correct to the best of my knowledge and belief.

(SAYED BANDENAWAZ)