



# Abdulkader Kasir

Sales

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Address: Sharjah, UAE | Phone: +971545370702 | Email: [abdulkaderkasir@gmail.com](mailto:abdulkaderkasir@gmail.com) | LinkedIn: [linkedin.com/in/abdulkader-kasir-283224306](https://www.linkedin.com/in/abdulkader-kasir-283224306)

## Profile

Results-driven sales professional with two years of experience and a strong background in medical supplies and confectionery sales. Proven ability to deliver exceptional customer service, drive sales, and manage operations in fast-paced environments.

Skilled in building relationships with clients and understanding their needs, resulting in increased sales and customer loyalty. Experienced in overseeing daily store operations, ensuring product quality, and optimizing customer satisfaction.

Additionally, possess expertise in confectionery products and a passion for presenting visually appealing sweets and snacks. A detail-oriented individual with excellent communication and interpersonal skills.

Seeking a dynamic sales role where I can leverage my expertise and experience to achieve outstanding results.

## Experience

### Medical Sales Representative | Aleppo, Syria | Nov 2020 – Dec 2021

- Cultivated strong relationships with healthcare professionals and institutions to drive sales and enhance product visibility.
- Identified customer needs and provided tailored solutions to meet specific requirements.
- Conducted product demonstrations, effectively communicating the benefits and applications of medical supplies.
- Developed strategies based on market research and competitor analysis, resulting in a significant increase in sales volume and market share.
- Navigated complex regulatory environments to ensure compliance and build client trust and credibility.
- Delivered exceptional customer service to ensure client satisfaction and foster long-term partnerships.

### Potchi (Confectionery Store) | Aleppo, Syria | Oct 2019 – Oct 2020

- Managed all aspects of a confectionery store, ensuring optimal operations and customer satisfaction.

- Utilized strong interpersonal skills to engage with customers, understand their preferences, and recommend the best-suited items.
- Demonstrated expertise in confectionery decoration, creating visually appealing and customized orders based on customer requests.
- Consistently met or exceeded sales targets through persuasive selling techniques and exceptional customer service.
- Developed and implemented strategies to enhance product presentation and attract customer attention.
- Effectively managed inventory levels, minimizing waste and ensuring product availability during peak periods.
- Collaborated with the bakery team to introduce new confectionery items, incorporating customer feedback and market trends.
- Handled cash transactions accurately and efficiently, maintaining accountability.
- Resolved customer inquiries, and special requests, ensuring high levels of customer satisfaction.

## **Education**

### **University of Aleppo:**

Bachelor of Telecommunication Engineering | 2015 - 2019

### **Cordoba Private University:**

Bachelor of Telecommunication Engineering | 2019 – 2023

### **Syrian Virtual University:**

Master in Networking Technologies (MNT) | 2024 - present

## **Skills & Abilities**

- Sales techniques and strategies
- Customer Service
- Inventory management
- Strong communication and interpersonal skills
- Commitment to Work
- Ability to Handle Pressure
- Team collaboration

## **Languages**

- Arabic: Native
- English: Intermediate