

OBJECTIVE

To enhance my professional skills, capabilities and knowledge in an organization which recognizes the value of hard work and trusts me with responsibilities and challenges.

EXPERIENCE

R.S.M General Trading L.L.C (Mama Earth)

2022 -

Key accounts Executive

Create detailed business plans designed to attain predetermined goals and quotas

Manage the entire sales cycle from finding a client to securing a deal

Unearth new sales opportunities through networking and turn them into long-term partnerships

Present products to prospective clients

Provide professional after-sales support to maximize customer loyalty

Remain in regular contact with your clients to understand and meet their needs

Respond to complaints and resolve issues to the customer's satisfaction and to maintain the company's reputation

Negotiate agreements and keep records of sales and data



SALMAN FARIS

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Flat 301 - Zumurud building
Street No 15, Near Mall of
Emirates Al barsha 1

SKILLS

Ability to work individually as a team with or without supervision Pleasing personality to interact with customers enthusiastically Flexible and quick learner Dedicated and hard worker Good communication skills and personality. Ability to analyse sales and market Information Ability to work under pressure with minimum supervision Excellent customer service skills and demonstrable experience

LANGUAGES

English Malayalam Hindi Tamil

Barakat Quality Plus*2021 - 2022***Merchandiser Supervisor**

Adjusts content of sales presentations by studying the type of sales outlet or trade factor.

Focuses sales efforts by studying existing and potential volume of dealers.

Submits orders by referring to price lists and product literature.

Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.

Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, and merchandising techniques.

Recommends changes in products, service, and policy by evaluating results and competitive developments.

Resolves customer complaints by investigating problems, developing solutions, preparing reports, and making recommendations to management.

Maintains professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, and participating in professional societies.

Provides historical records by maintaining records on area and customer sales.

Contributes to team effort by accomplishing related results as needed.

Lulu Group International*2019 - 2021*

In-store Merchandiser

Produces store sales by providing point-of-purchase and shelf management services.

Determines call schedule by reviewing priorities with supervisor and discussing special instructions, product promotions, new products, and price changes.

Maintains customer relationships by visiting with store managers, department managers, and employees.

Answers questions, responding to special requests, and describes product features.

Maintains store shelves by observing displays of company products, removing damaged or freshness-dated products, tidying store shelves, and providing optimum display of products.

Maintains inventory by restocking shelves with product from inventory, observing inventory levels, prompting store management to reorder when levels appear low, and arranging for return and credit for damaged products.

Completes call report by observing display and pricing of competitors' products.

Helps field sales representatives with special promotions by setting-up displays at aisle ends, checking daily on special promotions, observing customer reaction to special promotions, forwarding observations to management, and removing

EDUCATION**Nair service society Higher secondary school Meenchanda***2016*

Plus two

70

G-Tec Computer education*2017*

Diploma in Indian and foreign accounting

90

IDENTITY

Passport No - T 3432924

Passport expiry date - 29/07/2029

U.A.E Driving license (Manual) - 408975

U.A.E Driving license expiry date - 07-02-2027

Own car no - Dubai X 86582

Mulkea expiry - 05/04/2023