

CURRICULUM VITAE



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Career Objectives

- To obtain a challenging and multitasking sales & marketing position in a dynamic organization that capitalizes on my strong leadership, communication, and analytical skills to achieve company objectives.
- Excel in a professional field with an organization, which cares for integrity, ethics, energy, and edge.

Profile

- More than 6 years of experience in Sales with reputed companies in UAE.
- Have excellent computer skills.
- Excellent presentation & convincing skills.
- Experienced in processing inquiries from customers face to face.
- Demonstrated ability to create client loyalty beyond sales relationships.

- An excellent team player who works well independently or as part of a team.
- Strongly commercial with excellent communication and influencing skills.
- Can multi-task & work under pressure to meet deadlines without sacrificing the quality of output
- Well-disciplined hard working.
- Well organized and dependable – Good planner in prioritizing assigned missions.
- Focused on achieving sales goals and quality performance.
- Ability to understand customer mindset and needs.

	Career Snapshot	
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Fortune International Dubai, UAE (December 2022 – Till present) Designation: - Sales Executive (Emirates: Abu Dhabi, Dubai, Sharjah & Ajman)

EROS, UAE (November 2020 – November 2022) Designation: - Merchandiser (Emirates: Abu Dhabi & Dubai)

NIA General Trading L.L.C, UAE (April 2020 – October 2020) Designation: - Merchandiser (Emirate: Abu Dhabi)

Fairway General Trading L.L.C, UAE (March 2015 – April 2019) Designation: - Merchandiser (Emirates: Abu Dhabi, Dubai, Sharjah & Ajman)

	Professional Experience	
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Sales Executive at Fortune International Dubai, UAE.

Company Industry: Whole sale & Retail Electronics (Brand: Europa)

Tenure: December 2022 – Till present

Location: - Lulu, Ansar, Union Coop, Grand, Dealer Market & Water Companies in UAE.

- Handling sales of MDA & SDA in Electronics (Europa) in UAE.
- Managing a variety of existing key accounts of the sum of Power Retailers, Dealer Market Water Companies & Exporters.
- Dealing with buyers, store managers and regional managers of major retail chains.
- Improved significant customer relationships by serving as a single point contact for all needs.
- Reporting directly to the Regional Manager for Weekly sales report.
- Handling Merchandisers working all across Power Retailer.
- Monitoring payments collection and managing exposure risk.
- Establishing solid working relationships with key players in target markets, aimed at developing and growing long term contract business and building company brand awareness.
- Identifying opportunities for new business in the UAE markets follow up sales leads and co-coordinating all activities to maximize new profits.
- Providing regular information to assist management with decision making, including competitor profiles and market analysis.
- Assisting with after sales queries, investigating customer complaints and ensuring that they are dealt with to the customers' satisfaction.

Merchandiser at EROS, UAE

Company Industry: Retail Electronics (Brand: Hitachi, Midea, Rinnai & TCL)

Tenure: November 2020 – November 2022

Location: - Abu Dhabi & Dubai

- Provides accurate product information to the customer.
- Demonstrate or explain products, methods, or services to persuade customers to purchase products or use services.
- Set up and arrange displays or demonstration areas to attract the attention of prospective customers.
- Actively involved in research efforts to identify new marketing strategies, business opportunities, and the performance of competitors.

- Analyzing sales figures, customer reactions, and market trends to anticipate product needs.
- Utilized inventory reports helping increase sales and volume for each account.
- Winning sales to meet targets.

Merchandiser at NIA General Trading L.L.C, UAE

Company Industry: Retail Electronics (Brand: Daewoo, Blue Air & Gree)

Tenure: April 2020 – October 2020

Location: - Abu Dhabi & Dubai

- Provides accurate product information to the customer.
- Demonstrate or explain products, methods, or services to persuade customers to purchase products or use services.
- Set up and arrange displays or demonstration areas to attract the attention of prospective customers.
- Actively involved in research efforts to identify new marketing strategies, business opportunities, and the performance of competitors.
- Analyzing sales figures, customer reactions, and market trends to anticipate product needs.
- Utilized inventory reports helping increase sales and volume for each account.
- Winning sales to meet targets.

Merchandiser at Fairway General Trading L.L.C, UAE

Company Industry: Retail Electronics (Brand: Feltron)

Tenure: March 2015 – April 2019

Location: - Abu Dhabi, Dubai, Sharjah & Ajman

- Attending to customers and providing excellent customer service.
- Processing transactions quickly and accurately.
- Advising customers.
- Maintaining eye-catching effective displays within the store.
- Keeping yourself updated on products, competitor products, and prices.

- Following operating procedures.
- Providing customers with an enjoyable shopping experience.

	Educational Qualification	
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- Graduation in Bachelor of Commerce

I.T. Skills

- Office automation & MS Office concepts (Word, Excel, Outlook)
- Excellent Internet Knowledge

Personal Details

- Date of Birth : 18 June 1995
- Nationality : Indian
- Marital Status : Single
- Languages : English, Hindi & Malayalam
- Visa Status : Visit Visa
- Reference : Available on request
- Driving License : Valid UAE License (No: 3924262)

Passport Details

- Passport No : **M3378936**