

Shajahan Shamsudheen

Sales Executive

To work in an environment which offers a good opportunity to share my knowledge and skills with others and participate towards complete satisfaction of the company.



✉ shajahanvs@gmail.com

☎ +971-528144754

📍 Al Qouz, Dubai

WORK EXPERIENCE

Sales Executive

Al-Rashideen Distribution LLC

07/2022 - Present

Dubai

- Meeting/exceeding monthly, quarterly, and annual sales targets set by the company.
- Expanding the customer base by identifying and acquiring new retailers and convenience stores, and other outlets.
- Staying updated on product-knowledge and being able to communicate the features and benefits of different tobacco products to the customers.
- Monitors and follow-up sales and operations related matters which result in successful operations of the business.
- Providing regular sales reports, feedbacks, and updates to the manager.
- Monitoring and managing inventory levels to prevent stockouts or overstock situations, and ensuring that products are well stocked on retail and wholesale shelves.

Sales Assistant/Merchandiser

ENOC (Emirates National Oil Company)

01/2015 – 05/2022

Dubai

- Provide information about the product- demonstrating when requested by the customer.
- Oversee the stocking of shelves to ensure that all the PS of marketing are followed.
- Supervise the cleanliness and neatness of displayed products several times in a day.
- Listen to complaints logged by customers and attempt to resolve in a bid to ensure recurring business.
- Assist during payment procedures-at times, process credit card and cash payments.

ACHIEVEMENTS

Star employee of the month (3 Times) (09/2018)

Received certification and award from HR department for best customer service and customer feedback.

Certificate of recognition for the valuable contribution to the success of zoom standalone concepts.

Best raffle promoting staff at Dubai shopping festival.

Certification of recognition 22nd edition of Dubai shopping festival.

Best raffle promoting staff at Dubai shopping festival.

UAE Light Driving License.

Holding Valid UAE LMV – Manual Driving License

SKILLS

Ability to work under pressure

Excellent and independent decision maker

A mature, proactive and responsible approach to work with initiative and problem solving capability

Ability to liaise in a professional and persuasive manner with staff at all levels in the organization

Good communication skill and the ability to manage to multiple tasks efficiently and work productively in a fast-paced, team oriented environment

Basic understanding of station operation and associated activities.

EDUCATION

Professional Course

Kerala, India

Courses

- Architectural Assistant

Higher Class

ACS EMHSS – Ernakulam, Kerala

Courses

- Board of higher secondary examination

Computer Qualification

Kerala, India

Courses

- MS Office.
- Windows and internet usage.

LANGUAGES

English

Full Professional Proficiency

Hindi

Full Professional Proficiency

Tamil

Full Professional Proficiency

Malayalam

Native or Bilingual Proficiency