

## SHARJEEL MAHFOOZ

Competitive, goal-oriented and driven by results.

### EXECUTIVE PROFILE

ADDRESS	E-MAIL	TELEPHONE
UAE	sharjeel_mahfooz@hotmail.com	+971557786462

#### OBJECTIVE

An accomplished professional with extensive expertise in a broad suite of operations especially in business development, sales, marketing, business support and strategic planning of Retail and Wholesale Management, particularly in UAE. Proven track record as a visionary with awareness of multiple industry domains to facilitate development and implementation of strategies targeting market share and customer growth; proficient at full business-unit management with reputation for Leading teams towards peak performance; seeking a challenging position to drive realization of business targets with adept management of organizational diversity, while maintaining a firm focus on assured bottom line gains and distinguished company performance.



#### KEY STRENGTHS

- Ability to envision creative sales strengths and programmers, 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.

#### 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 products & product lines.
- **Client Servicing /Relationship Management**
- Businesses prospecting of complete range of products.
- Designing and conducting pre-sales presentations to prospective clients.
- Devise strategies through effective customer centric services for retention of clients.
- Build a harmonious relationship with bulk consumers and corporate accounts.

## CAREER HIGHLIGHTS



**April 2023 till 2024 March**

**Organization: Park View City**

**Department: Property Sector**

**Designation: Relationship Officer**

**Location: Dubai**

### Job Description

- Achieved beyond the goal on a consistent basis.
- Obtain international experience.
- Visited and deal clients in UAE, met them in person and closed the deals.
- I am confident in my ability to lead, motivate, and collaborate with each team member to achieve our collective goals.
- Team Building, Handling, Training, and Improving Selling skill.
- Understand the needs of your customers and be able to respond effectively with a plan of how to meet these.
- Think strategically - seeing the bigger picture and setting aims and objectives in order to develop and improve the business.
- Have a good understanding of the businesses' products or services and be able to advise others about them. Attend seminars, conferences, and events.



**Dec 2021 till March 2023**

**Organization: EREB**

**Department: Property Sector**

**Designation: Assistant Manager**

**Location: Dubai**

### Professional Experience:

**Dec 2021- Dec-2022**

**Business Development Associate**

**Jan 2023 Till 2023 March**

**Assistant Manager**

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## Signtrade

July 2017 till June 2021

Organization: SIGNTRADE

Department: Warehouse

Designation: Warehouse IN charge

Location: Dubai

- Planning delivery timetables
- Ensuring stores have enough stock.
- Making sure suppliers have enough stock to meet demand.
- Overseeing the ordering and packaging process  
Monitoring stock levels, tracking products through depots to make sure they arrive at their destination.
- Team Building, Handling, Training and Improving Selling skill.
- Think strategically - seeing the bigger picture and setting aims and objectives in order to develop and improve the business.
- Have a good understanding of the businesses' products or services and be able to advise others about them. Attend seminars, conferences, and events.



Sept 2016-January 2017(5 months contract)

Organization: HIGH TECH WORLD CARGO

Department: Logistics

Designation: Supply chain co-coordinator

Location : Dubai

- Planning delivery timetables
- Ensuring stores have enough stock.
- Making sure suppliers have enough stock to meet demand.
- Overseeing the ordering and packaging process
- Monitoring stock levels
- Tracking products through depots to make sure they arrive at their destination.



FEB 2013 - AUGUST 2016

Organization: ATRIUM INTERIOR FURNITURE

Department : Retail

Designation: Senior Sales Officer.

Location : Dubai

- Maintaining relationships with existing customers.
- Establish and maintain business relations and generate new business.
- Ensure a high level of consumer satisfaction by building and maintaining good relationships with potential customers.
- Assisted and encouraged customers in selecting and purchasing required products in a retail environment.
- Answered/addressed customers' questions - Provides information concerning specifications, warranties, financing available, maintenance of merchandise and delivery options.
- Initiate and close deals.



**November 2010 - May 2011**

**Organization : H&M warehouse**  
**Department : Warehouse**  
**Designation : Warehouse Assistant**  
**Location : London (UK)**

- Maintains inventory controls by collecting stock location orders and printing requests.
- Maintains quality service by following organization standards
- Completes reports by entering required information.
- Maintains technical knowledge by attending educational workshops, reviewing publications.
- Contributes to team effort by accomplishing related results as needed.
- Maintains safe and clean work environment by keeping shelves, pallet area, and workstations neat; maintaining clean shipping supply area; complying with procedures, rules, and regulation.

## **WIREONN**

**July 2007 - August 2009**

**Organization: Wireonn**  
**Department : Network support**  
**Designation : Network support engineer**  
**Location : Karachi**

- Responsible of the area networking.
- Maintaining the network server.

### Notable Contributions

- Achievement

## **ACADEMIC CREDENTIALS**

Bachelor of commerce (2009)  
 Diploma in computer hardware and networking (2007)

Karachi University.  
 Times tech institute

## **PERSONAL DETAILS**

Languages: Urdu, Hindi and English

Date of Birth: 13 DEC 1985

Nationality: Pakistani

Visa Status: Cancelled visa

Driving License: Having valid UNITED ARAB EMIRATES and PAKISTANI Driving license.