**Shikhar Poudel**

**DOB: 1990/08/19**

**Male**

**Location: Dubai**

**Telephone: 0567626922**

**Email: seekharpoudel@gmail.com**

**Driver License:: Yes**

**Professional Profile**

**With five year plus of record breaking sales performance. I am dynamic professional adept at securing new clients through pitching, presenting and demonstrating key products. A proven track record of diving into new sector and effectively learning about company services and product range. Keen to research into the competitor land scape and keep ahead of trends. Constantly exceeds sales target and KPIs through sourcing new leads and depending relationships with existing clients. Technologically accurate and keen to maintain accurate reporting through use of sales force.**

**Core Skills**

**\* B2B and B2C experience \* Pitching and Presenting**

**\*Exceeding Sales Target \*Customer Service and Complaints Handling.**

**\* Ensuring Stock Availability \*Training in new Products.**

**Career Summary**

**Sales Supervisor Loop System Solutions, Dubai (April 2021-Till Today)**

* ****Respond to customer inquiries and complaints-train, and Coach the Sales Team****
* ****Delegate Tasks and Set Deadlines****
* ****Reach Sales Targets and Motivate Sales Team****
* ****Keep Informed of New Products and Services.****

**Section Head- X-cite Electronics by Alghanim Industries, Kuwait**

 **(April 2014-October 2020)**

 **Key Responsibilities**

* ****Assist Managers in Sales Strategy Development****
* ****Keep Informed of New Products and Services****
* ****Train, and Coach the Sales Team****
* ****Delegate Tasks and Set Deadlines****
* ****Reach Sales Targets and Motivate Sales Team****
* **Check and reply emails**
* **Manage stock reports and forward to Product team.**

**Key Achievements**

* **Exceeding sales target by 25% consistently for 2 years.**
* **Started as salesman and was promoted to Assistant Section Head.**

**Student Education Consultant- Kathmandu Alliance Education Consultancy**

**(March 2010-March 2014)**

**Key Responsibilities**

* ****Support students looking for foreign academic opportunities.****
* ****Motivate students.****
* ****Documentation.****
* ****Assist in finding Universities.****
* ****Cold calling to suitable candidate through company database.****

**Education**

* **High School (2007-2009) - National Integrated College Kathmandu Nepal.**

**Subjects: Maths, English, Physics, Chemistry, Biology**

**Grade: Second Division**

* **School Leaving Certificate {2007) - Aananda Bhumi Boarding English School. Kathmandu Nepal**

**Subjects: English, Account, Maths, Computer**

**Grade: First Division**

**Language Proficiency**

* **English-Fluent**
* **Hindi-Fluent**
* **Arabic-Intermediate**