

Thansi Thaha

Phone: +971 50 745 1034

Email: thansithahapkl@gmail.com

LinkedIn: linkedin.com/in/thansi-thaha-3a5636155/

Location : Dubai, UAE



PERSONAL STATEMENT

I am a highly motivated, positive, confident and commercially driven sales person who as a track record of success in previous positions. In addition to having a good understanding of the sales process, i am able to build long term relationships with customers to help increase sales and recurring revenue for my employer. My strengths include my ability to communicate well with customers and use active listening skills to meet their needs. My hunger for knowledge that is relevant to the products and services i am selling means i am capable of consistently meeting difficult sales targets.

PROFESSIONAL EXPERIENCE

2019 - Present **Van Sales Representative**

W.J. Towell & Co. L.L.C - (Enhance UAE), Dubai, UAE.

- Identify and pursue potential customers or clients through various sales channel, such as cold calling, networking and referrals.
- Built and maintained strong customer relationships to ensure customer satisfaction.
- Collected payments from customers and recorded transactions on customer receipts.
- Responsible for presenting and demonstrating products to potential customers, highlighted their features and benefits.

2019 - 2019 **Sales Merchandiser**

W.J. Towell & Co. L.L.C - (Enhance UAE), Dubai, UAE.

- Plan and develop merchandising strategies that balance customers expectations and company's objectives.
- Analyse sales figures, customers reactions and market trends to anticipate product needs and plan product ranges/stock.
- Maximise customer interest and sales levels by displaying products appropriately.
- Produce layout plans for stores and maintain store shelves and inventory.

2013 - 2018 **Import Operation Executive**

Eastern Skills for Logistics & Transportation. Dammam, Saudi Arabia.

- Managed 50+ drivers and arranged customs documentation to clear all import & export shipments.
- Communicate with shipping lines and air cargo agents and collect delivery orders.
- Arrange transportation for all shipments from seaport & airport to consignee warehouse.
- Arrange documentation requirements for the customs clearance of all import and export shipments.

2011 - 2013 **Logistics Assistant**

MSA Custom Clearance & Transportation, Dammam, Saudi Arabia.

- Check for accuracy and submit files for customs clearance procedures.
- Planning routes and load scheduling for multi-drop deliveries.
- Coordinating with transport department for the timely return of empty containers.

EDUCATION

2007 - 2010 **Diploma in Computer Science and Engineering.**

Central Polytechnic College, Trivandrum. Kerala Technical University.

2005 - 2007 **Higher Secondary Education.**

Government Higher Secondary School, Trivandrum. Board of Higher Secondary.

SKILLS & EXPERTISE

HARD SKILLS	Written Communication	Account Management	Customer Relationship Management
	Verbal Communication	Email etiquette	Sales Pitch Development
	Product Knowledge	Negotiation Skills	Objection Handling
SOFT SKILLS	Critical Thinking	Microsoft Office	Relationship Building
	Active Listening	Sales Strategy	Time Management
	Leadership	Domain Expertise	Collaboration