



CONTACT



0583097254



India



0583097254



alazees10@gmail.com



ABDUL AZEES



Education

MBA (HR WITH MARKETING) (2009-11) -First Class

University: Anna University, Thiruchirapalli, TamilNadu, India

Institution: Syed Ammal Engineering College.

B.SC (chemistry) (2005-08)- First Class

University: Madurai Kamarajar University, Tamilnadu, India.

Institution: Yadava College, Madurai.

Multimedia (2005-08)

Institution: Apollo Computer Education, Madurai, India.



Project Detail

Title: Recruitment policies and procedures.

Company: Eureka Forbes Limited in Chennai.

Description: The organization is an equal employer and is committed to providing work environment that is free from harassment and discriminating. All recruitment and selection procedures and decision will reflect the organizations commitment to providing equal opportunity by assessing all potential candidates according to their skill, knowledge, qualification and capabilities. No regard will be given factors such as age, gender, marital status, race, religion, physical impairment or political opinions.



Experience

Darling James Electronics., March 2023 -Till now

Area Sales Manager

Achieve sales targets and grow revenue within the assigned area or region.

Lead, motivate, and manage a team of sales representatives to achieve sales goals.

Build and maintain strong relationships with existing and potential customers.

Analyze market trends, competitor activity, and customer needs to identify sales opportunities.

Develop and implement effective sales strategies to drive sales growth.

OBJECTIVES

To working in an esteemed organization where I can utilize my skills and abilities in areas of Sales & Administration, which offers a professional growth by being resourceful, innovative and flexible.

Skills

Optimistic.

Proactive and keen focusing on job responsibilities.

Good team work & Sound attention to details of work.

Systematic approach with strong problem-solving capability.

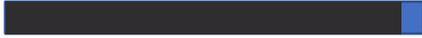
Strong adherence to the company rules & regulations.



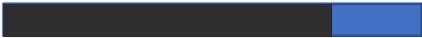
Experience

Launlanguage

Tamil



English



Arabic



Hindi



malay



Interests

Human Resource

Marketing

Sales

Sapphire Furniture And Furnishings Pvt Ltd., June 2020 -March 2023

Branch Manager

- Studying the features of all products on offer.
- Arranging stock in a manner that is both visually appealing and allows ease of movement.
- Training staff in effective sales and communication strategies.
- Negotiating prices and payment plans, and then closing sales.
- Advising purchasers on items which ought to be restocked or removed from the catalog.
- Documenting sales and rewarding employees for these accordingly.

Ratwah Laundry (KSA) March 2018 –February 2020

Branch Manager

- Dealing with ever changing requests from customer.
- Delivering top notch customer service.
- Maintaining a high level of customer satisfaction.
- Develop new methods for increasing laundry efficiency.
- Record and monitor laundry cost.
- Perform laundry activities according to health standards Department.
- Make reports and recommendations when required.

Saradha & coSeptember2014 - December 2017

Asst.Sales Manager

- Negotiating terms of sale with customer and maintaining customer satisfaction.
- Evaluate customer needs actively seek out new sales.
- Cultivating solid relationships with major customers to ensure a continuous flow of sales.
- Eagle watch on competitor activity and proposing action plan to beat the same.
- Checking and verifying claims of distributors.

Rim Hotel (Malaysia) December 2012 - November 2013

Receptionist

- Make and confirm reservations for guests.
- Ensure proper room allocation.
- Listen and respond to guest queries and requests both in-person and by phone.
- Liaise with necessary staff including housekeeping and maintenance to address any problems or complaints made by guests.
- Review accounts and charges with guests during the check-out process.



Experience

Eureka Forbes Ltd

April 2011– October 2012

Associate HR

Recruitments through various job portals.

Screening & shortlisting candidate profiles as per company requirement.

Maintaining database of prospective candidates.

Scheduling and coordinating the interviews.

Identifying right candidates for right profile.



Personal Information

Date of Birth: 25-05-1987

Gender: Male

Marital Status: Married

Nationality: Indian

Passport No: Y7175701