

MUJEEB UR REHMAN KHAN



Personal

- Address**
Sharjah
Sharjah UAE
- Phone number**
0502750756
- Email**
rehman.k27@gmail.com
- Date of birth**
27-08-1980
- Place of birth**
Bangalore
- Gender**
Male
- Nationality**
Indian
- Marital status**
Married
- Driving license**
211286
- LinkedIn**
<https://www.linkedin.com/in/mujeeb-ur-rehman-khan-0a0a9611>

Interests

- Music
- Traveling

Skills

- Customer Complaint Management**
- Product Presentation**
- CRM System Knowledge**
- Microsoft Excel**

Sales Advisor

Motivated and result driven Sales Advisor with experience 15+ years in Retail and Customer Service.& coupled with 3+ years specializing in Corporate Sales,Adept at driving sales growth, building strong client relationships, and delivering exceptional Customer experiences. Seeking to leverage my expertise in consultative selling product knowledge and team collaboration to contribute to the success of Company.

Work experience

Acting Supervisor Jan 2024 - Jun 2024
Etisalat, Fujairah UAE

- Staff Management**
 - Scheduling: Creating and managing employee work schedules.
 - Supervision: Overseeing staff performance, providing feedback, and implementing disciplinary measures if necessary.
 - Motivation: Encouraging team members, fostering a positive work environment, and maintaining high morale.
- Customer Service:**
 - Assisting Customers: Addressing customer inquiries, resolving complaints, and ensuring a high level of customer satisfaction.
 - Sales: Promoting sales, upselling products, and ensuring the team meets sales targets.
- Inventory Management:**
 - Stock Control: Monitoring stock levels, ordering supplies, and ensuring the store is well-stocked.,
 - Merchandising: Organizing and displaying products to attract customers and boost sales.
- Financial Management:**
 - Cash Handling: Managing cash registers, processing transactions, and ensuring the accuracy of cash drawers.
- Store Maintenance:**
 - Cleanliness and Safety: Ensuring the store is clean, safe, and well-organized.
 - Equipment Maintenance: Overseeing the maintenance and repair of store equipment and facilities.

Senior Sales Executive Aug 2015 - Dec 2023
Etisalat, Fujairah UAE

A Senior Sales Executive in a store typically has several key responsibilities, which include:

- Sales Management:**
 - Drive sales performance to meet and exceed targets.
 - Develop and implement sales strategies to increase store revenue.
 - Monitor sales metrics and adjust tactics as necessary.
- Customer Service:**
 - Ensure high levels of customer satisfaction through excellent service.
 - Handle complex customer queries and complaints efficiently.
 - Build and maintain strong relationships with key customers.

3. Team Leadership:

- Supervise and motivate the sales team.
- Provide training and development to staff to enhance their sales skills.
- Conduct performance reviews and set individual sales goals.

4. Product Knowledge:

- Maintain in-depth knowledge of the store's products and services.
- Train the sales team on product features and benefits.
- Stay updated on industry trends and competitor activities

5. Store Operations:

- Assist in the day-to-day operations of the store.
- Ensure the store is well-organized, clean, and stocked.

6. Promotions and Marketing:

- Coordinate in-store promotions and events.
- Utilize social media and other marketing tools to attract customers.

7. Compliance:

- Ensure the store complies with all company policies and procedures.
- Adhere to health and safety regulations.
- Implement loss prevention measures to safeguard store assets.

Corporate Sales Executive

Apr 2013 - Aug 2015

Bharti Airtel, Bangalore India

Achievements/Task

- Ensured efficient sales operations by creating and maintaining Salesforce logs of contacts, accounts, opportunities and conversions
- Built and developed client relationships through Action and Action, boosting referral business by Number%.
- Provided clear, accurate pricing information to customers regarding specific products. Represented company and generated leads at conferences and trade shows. Expanded pipeline by tailoring approach to client budgets and schedules.

Sales & Service Consultant

May 2004 - Mar 2013

Reliance Communication, Bangalore India

Achievements/Tasks

- Increased seasonal event sales through targeted selling in line with current marketing initiatives and promotions.
- Performed daily store opening and closing, readying sales floor and ensuring security measures. Assisted customers with product selection and sales, recommending coordinating items to
- increase transaction value.
- Explained product benefits and personalization options, maximising customer engagement while driving sales.

Education and Qualifications

Bachelor of Commerce (B.Com)

Jul 2011 - Jul 2013

Shobhit University, Meerut India

Summary:

A comprehensive undergraduate program that provides foundational knowledge and skills in various aspects of commerce, business, and management. The curriculum integrates theoretical concepts with practical applications to prepare students for diverse career opportunities in the corporate world, finance, accounting, marketing, and more.

References

Mishal Alshaikh
971507999989
malshaikh@eand.com

Etisalat

Husain A Yousif M Al Buloushi
+971504899989
hbuloushi@eand.com

Etisalat

Achievements

Top Sales Executive for the Year 2023