



MOHAMMED KAZAM QUADRI

POSITION APPLIED FOR : SALES / MERCHANDISER

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CAREER OBJECTIVES:

To make sincere and continuous efforts towards building a promising career and to take Challenges in life so that I can contribute to the growth and success of the organization I am working with.

EDUCATIONAL QUALIFICATION:

- Board Of Intermediate Education [CEC] M.S Junior College, Hyderabad, IND.
- Board Of Secondary Education [SSC] Vikas High School, Hyderabad, IND.

SKILLS:

- *Active listening* is a crucial aspect of selling. It is an essential step to understanding your prospects and customers and helping them.
- *Prospecting* is the first step in the sales process, such as identifying and adding potential customers to the sales pipeline.
- *Product Knowledge*. Customers often ask tough questions about your products when making a purchase. Sales representatives with in-depth *product knowledge*.
- *Relationship Building*. "People buy from people they like" isn't just an old sales adage. In fact, there is a significant body of behavioral research.
- *Negotiation Skills*. In addition to naming and addressing pain points, successful sales require a great deal of *negotiation*.
- Look to the Resume Checklist below to investigate how *Customer Service*, *Planogram*, and *MS Office* match up to employer job descriptions. *Communication Skills*.
- *Decision Making Skills*. Merchandiser is one of an important department of any organization. Strong analyze and study of sales and *making decisions*.
- *Negotiation* and *Convince Skill*. Merchandiser needs to negotiate the product price with the buyer and finalize the deal.
- *Planogram* *Stocking* *Communication Skills* *Detail Oriented Merchandising* *Reset Scheduling Ability to Lift 40 P...* *Stockroom Relationship Management* *Customer's*

- Creating and organizing product *promotions* and sales campaigns; Gather and communicate customer feedback to suppliers, manufacturers, or store management.

TECHNICAL CERTIFICATIONS:

- Basic knowledge MS Office (MS-Word, MS-Excel & MS- Power Point)

WORK EXPERIENCE:

- Worked as a Sale Merchandiser @ VIJAY SALES ELECTRONIC, Hyderabad, IND April 2023 – Jul 2024
- Worked as a Merchandier @ AL GURG SMOLLAN LLC, Dubai, UAE. Mar 2021 – Dec 2022
- Worked as a Saleman @ CELEKT MOBILES, Hyderabad, IND Jun 2019 – Jan 2021

Responsibilities

- Greeting the *customers* from the point sincerely and enthusiastically without pressuring or becoming overbearing. Constantly look for and approach *customers*
- Working with the sales team to develop targeted sales strategies. Answering client queries about product specifications and uses. *Maintaining client relations.*
- *negotiating contracts and packages*; working towards monthly or annual targets. Promotional prospects can be excellent; progression can be into senior sales
- Employment history · Process returns and refunds in accordance with · Demonstrate the *use* of electronic products and services to company policies customers
- Develop, execute and monitor sales strategies to achieve sales target, profitability and growth in line with company line. identify and develop *new business*.
- This quality includes analytical, observational and organisational abilities that enable *sales* executives to work more efficiently. Attentiveness can also help
- Merchandiser is a retail professional responsible for producing *sales* by providing point-of-purchase and shelf management services.
- Create and build compelling product displays using visual merchandising techniques · Develop and maintain relationships with *suppliers and manufacturers*.

STRENGTHS:

- Hard Working.
- Self Confidence.

- Sincerity and Truthfulness.
- Positive attitude

PERSONAL DETAILS

Date of Birth : 20-08-1999
Marital Status : Un-Married
Gender : Male
Nationality : Indian
Languages Known : English, Hindi and Urdu
Passport number : R4153927
Visa Status. : Visit Visa [Nov 2024]

DECLARATION:

I hereby declare that the information given above is true to the best of my knowledge and belief.

Place: Dubai

Date :

Mohammed Kazam Quadri

ALGURG SMOLLAN

Date: 10th April, 2023

EXPERIENCE CERTIFICATE

This is to certify that **Mohammed Kazam Quadri** was employed with **Al Gurg Smollan Commercial Investment LLC** from **14/03/2021** till **30/12/2022** for a total duration of **1 Year & 9 months**.

His last designation was **Merchandiser in Grade B1**. His last paid salary was **AED 2,300.00/** month

This Letter has been issued upon the employee's request. We wish him all the very best for his future endeavour.

For **Al Gurg Smollan Commercial Investment LLC**



V P Sasikumar
People Partner

