



PROFILE

An individual whose personal philosophy and values have enabled him to succeed, inspire, ability to lead, motivate and direct others. Creative and enthusiastic self-starter with excellent organization skills to assess needs, set priorities, exceed expectations in high pressure, and meet deadlines. Strengths include excellent communications, verbal ability, showing understanding, analytical, investigative, inter-personnel skills, problem-solving capabilities and the ability to answer questions regarding the duties and responsibilities of the position.

EDUCATION

- **Secondary School Leaving Certificate**
2010
Small Heaven Academy
Inaruwa, Sunsari, NEPAL

CURRICULUM VITAE LALAN KUMAR SAH

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Al Ain -UAE.

WORK EXPERIENCE

- January 04, 2020– Present
Attendant - Colleague Accommodation -Al Ain Rotana - Al Ain , UAE
- Feb 01, 2018 – December 31, 2020
Sales Man - Baqala Supermarket, Al Ain, UAE
- April 01, 2013 – December 31, 2017
Sales Man - Ramchandra Grocery, Inaruwa, Sunsari, NEPAL
- Feb 01, 2010 – January 31, 2012
Sales Man - ,Gorkha Dept. Store - Itahari, Sunsari, NEPAL

SKILLS

HARD SKILLS

- Set goals for performance and deadlines in ways that comply with company's plans and vision and communicate them to subordinates
- Receive complaints and resolve problems
- Maintain timekeeping and personnel records
- Restocking beverages and food items in the minibar.
- Cleaning public areas, such as corridors.
- Reporting any technical issues and maintenance needs.
- Updating status of guest rooms on assignment sheet.
- Returning and restocking cleaning cart at shift end.
- Handling customer questions, inquiries, and complaints.
- Preparing and sending quotes and proposals.
- Managing the sales process through specific software programs.
- Meeting daily, weekly, and monthly sales targets.
- Participating in sales team meetings.
- .Meet with potential clients and act as their consultant
- Up-sell when appropriate
- Follow up with hot
- Identify buyer persona profiles
- Recruit, hire and train new sales representatives
- Investigate leads and find out about them as much as possible before contacting.

PASSPORT DETAILS

- **Passport No** : 12427154
- **Date Of Issue** : 05/10/2021
- **Place of Issue** : ABU DHABI
- **Date Of Expiry** : 04/10/2031

PERSONAL DETAILS

- **Nationality** : Nepali
- **Date of Birth** : 27/02/1992
- **Gender** : Male
- **Marital Status** : Married
- **Languages Known** : English, Hindi, Nepali
- **Visa Status** : Employment Visa

HOBBIES

- Football , Reading Book, Swimming, Writing

SOFT SKILLS

- Processes professionalism and good character
- Flexible and fast learner
- Can work under pressure and minimum supervisions
- Can deal with difference customers/guest
- Research and recommend prospects for new business opportunities
- Research and analyze sales options
- Build and maintain relationships with clients and prospects
- Stay current with trends and competitors to identify improvements or recommend new products
- Collect and analyze information and prepare data and sales reports
- Attend workshops to learn more technical and professional skills for the job
- Experience in Sales
- Competency in English
- Ability to negotiate and understanding of marketing skills
- Self-motivated and goal-oriented, desire to deliver results
- Ability to create and deliver presentations
- Replacing used towels and other bathroom amenities, such as shampoo and soap.
- Sweeping and mopping floors.
- Vacuuming carpets.
- Dusting and polishing furniture.
- Emptying trash containers and ashtrays.
- Sense of ownership and pride in your performance and its impact on company's success
- Critical thinker and problem-solving skills
- Team player
- Excellent leadership skills
- Good time-management skills

I sincerely hope that my application will receive a positive reply and will get an opportunity to work your esteemed organization. I hereby declare that the above furnished details are true and correct to the best of my knowledge.

LALAN KUMAR SAH