



📍 Dubai, United Arab Emirates

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SUMMARY

Productive Sales Executive with 5 + years of experience in developing strong relationships to grow sales. Instrumental in boosting profits and recognised as top sales generator. Accomplished in collaborating with design, merchandise and development teams to create SMUs and SKUs.

SKILLS

- Time management
- Client communication
- Data analysis
- Peacekeeping operation management
- Sales trend analysis
- Microsoft words and excel
- Customer relations
- Stock management
- CRM
- Customer Service

BASANTA RAI

EXPERIENCE

March 2018 - November 2023

Sales Executive MORE SUPERMARKET | Hyderabad, India

- Develop business strategies to raise our customers' pool, expand store traffic and optimize profitability
- Meet sales goals by training, motivating, mentoring and providing feedback to sales staff
- Ensure high levels of customers' satisfaction through excellent service
- Complete store administration and ensure compliance with policies and maintain outstanding store condition and visual merchandising standards
- Report on buying trends, customer needs, profits etc
- Excellent skills in sourcing, screening and placing candidates for various positions
- Propose innovative ideas to increase market share
- Conduct personnel performance appraisals to assess training needs and build career paths
- Deal with all issues that arise from staff or customers (complaints, grievances etc.)
- Be a shining example of well behavior and high performance.
- Customized service offerings to accommodate consumer needs.

EDUCATION

01/2017

B.COM | Human resources Management

Dera Natung Govt. college, Itanagar, Arunachal pradesh

DIPLOMA IN COMPUTER APPLICATION (DCA) | Certification

Unitech Computer Institute , Itanagar, Arunachal Pradesh. India

Data Management & RDBMS;

Photoshop

Microsoft Office; Fundamentals of Internet

Computer Organisation.

PERSONAL INFORMATION

- Passport Number: U9213090
- Date of birth: 03/16/91
- Gender: Male
- Nationality: Indian
- Marital status: Single
- Religion: Buddhism

DECLARATION

I hereby declare that the above written particulars are true to the best of my knowledge and Belief.

Signature:-

Place:-

