

CURRICULUM VITAE

NISHAD T P

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OBJECTIVE

As a highly motivated and experienced Outdoor Sales Executive with 6 years of successful sales experience, my objective is to leverage my skills and expertise to secure a challenging and rewarding role in Key Accounts Sales. I am looking for an opportunity to work with a dynamic team in a fast-paced environment where I can utilize my skills in relationship-building, lead generation, and strategic planning to drive revenue growth and exceed sales targets.

STRENGTH

- Six years of Excellent sales experience in all over UAE
- Experience in handling B Class outlets and delivering
- Strong communication and interpersonal skills
- Excellent sales and negotiation abilities
- Deep understanding of customer behavior and sales process
- Good knowledge about UAE roads.
- Self-motivated, hardworking, and confident personality with a passion for sales.

CAREER HIGHLIGHTS

BAQER MOHEBI ENTERPRISES (2021 to 2023)

- Consistently achieved sales targets by 100% through effective prospecting, negotiation, and closing techniques.
- Following up on outstanding issues.
- Develop and maintain relationships with existing and potential customers to generate leads and increase sales.
- Manage assigned territory, including scheduling appointments, planning routes, and conducting regular follow-ups.
- Conduct market research to identify new business opportunities and develop strategies to expand the customer base.
- Consistently received positive feedback from customers and supervisors for exceptional customer service
- Tracking and reporting on sales activities: Use a customer relationship management system to track my sales activities,
- Day to day market situations reporting to Brand Manager & supervisor
- Regular follow-up merchandisers activities

JALEEL GENERAL TRADING (2017 to 2021)

- Worked as outdoor van salesman
- responsible to deliver the product on time
- Merchandising
- To interact with customer and ensuring high customer service
- create more customers & add new routes
- Listing new product in the market and evaluating its market position
- Day to day market situations reporting to Brand Manager & supervisors
- Preparing reports relating to sales

SANNINE AUTOMATIC BAKERY LLC (2015 to 2017)

- Working as Helper
- Responsible for all kind of service

Skills:

- Customer relationship management
- Territory management
- Lead generation
- Negotiation
- Communication
- Interpersonal skills
- Time management
- Sales forecasting

QUALIFICATION

- Plus two (commerce):
Kerala Board of Higher Secondary Education in the year 2018
- Computers Software and Hardware:
course completed in the institute of G-TECH year 2019
kerala

PERSONAL INFORMATION

- Nationality : Indian
- Date of Birth : 12/01/1991
- Sex : Male
- Marital Status : Married
- Languages Known : English, Arabic, Hindi and Malayalam
- VISA : RESIDANCE EMPLOYEE
- VIZA EXPIRY DATE : 06/06/2023

DRIVING LICENSE (UAE)

- License No : 63639278
- Vehicle Permitted to : Light Vehicle
- Date of Expiry : 19/02/2027

Declaration:
NISHAD T P