



SHARAFUDHEEN .O

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CAREER OBJECTIVE

To obtain an entry level position as a Sales executive and seek a challenging and responsible position in a large and professional organization where i will have the opportunity to make a positive contribution to business growth and to achieve a personal development and a career advancement, where it would strongly help in motivating my capabilities to fully prove my worth and my soon to be team to a substantial target beating performance.

VISA STATUS

VISIT VISA
VALIDITY : 23-04-2022

LANGUAGE KNOWN

English	★★★★★
Arabic	★★★★★
Hindi	★★★★★
Tamil	★★★★★
Malayalam	★★★★★

EMPLOYMENT CHRONICLE

➤ Lulu Group International (EMKE), Qatar **PURCHASING EXECUTIVE (2019– 2022)**

- Identify prospective customers by using business directories, following leads from existing clients, and attending trade shows and conferences.
- Contact new and existing customers to discuss their needs and explain how specific products and services can meet these needs.
- Help customers select products to meet customer's needs, product specifications, and regulations.
- Answer customer's questions about the prices, availability, and uses of the products they are selling
- Collaborate with colleagues to exchange information, such as information on selling strategies and marketing information.
- Follow up with customers to make sure that they are satisfied with their purchases and to answer any questions or concerns they might have.
- Networked within communities to find and attract new business that assisted in revenue generation.
- Responsible for activities regarding sales, customer acquisition, customer relationship management & maximizing revenue.

➤ Lulu Group International (EMKE), Qatar **SALESMAN (2018)**

- Helping determine pricing schedules for quotes, promotions, and negotiations.
- Giving sales presentations to a range of prospective clients.
- Coordinating sales efforts with marketing programs.
- Maintaining client records.
- Answering client questions about credit terms, products, prices, and availability.
- Meeting or exceeding sales goals.
- Understanding and promoting company programs.

➤ Mappi - Toys & Kids wear **SALES EXECUTIVE (Store – in – charge) (2016 – 2017)**

- Helping determine pricing schedules for quotes, promotions, and negotiations.
- Giving sales presentations to a range of prospective clients.
- Coordinating sales efforts with marketing programs.
- Maintaining client records.
- Answering client questions about credit terms, products, prices and availability.
- Meeting or exceeding sales goals.
- Understanding and promoting company programs.

AREA OF EXPERTISE

- ❖ Customer relationship management
- ❖ Sales techniques
- ❖ Marketing
- ❖ Copywriting
- ❖ Social Marketing
- ❖ Market research

COMPUTER PROFICIENCY

- ❖ MS Office
- ❖ Basic Operation
- ❖ Internet and E-mail

PERSONAL DETAILS

- ❖ DATE OF BIRTH: 14/08/1998
- ❖ Sex: Male
- ❖ Nationality: Indian
- ❖ Marital Status: Single
- ❖ QID NO.: 29835605964
- ❖ PASSPORT DETAILS: P8679422
- ❖ DATE OF ISSUE: 15/03/2017
- ❖ DATE OF EXPIRY: 14/03/2027

EDUCATIONAL QUALIFICATION

- Bachelor degree for sociology from -University of mysore
2018– 2020
- Board of Secondary Examination, NIOS - INDIA
2016 – 2017
- Board of Public Examination, Gov't. of Kerala
2015 – 2016

TECHNICAL QUALIFICATION

- 6 Month Certificate Course Typing (Arabic)
- Operating System: All Windows Platform

SKILLS/STRENGTH

- Leadership Skill
- Excellent Communication Skills
- Good Geographical Knowledge
- Presentation Skill
- Ability To Deal with People Diplomatically
- Interpersonal And Analytical Problem-solving Skills

DECLARATION

I SHARAFUDHEEN OLAMBIL, hereby assure that the above furnished particulars are true to the best of My knowledge. If given any opportunity, I shall endeavor My best in discharging my duties to the entire satisfaction of my superiors to the entire progress of the respected institution.

Sincerely,

SHARAFUDHEEN .O