

**Zahid Hussain Sadaqat Husain Shaikh**

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## **RETAIL SALES EXECUTIVE**

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Sales Professional with more than +5 years of experience in retail and distribution industry, to be part of the challenging team which strives for the better growth of the organization and which explores my potential and provides me the opportunity to enhance my talent and growth.

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## **STRENGTHS**

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- Customer Retention
- Leadership
- Business Knowledge
- Verbal Communication
- Time Management
- Strategic Thinking

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## **WORK EXPERIENCE**

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**Currently Working :**

**COMPANY NAME : OMASCO-AI Futtaim**

**BRANDS : Hisense**

**DESIGNATION : Sales Promoter**

**DURATION : September 2022- Till Date Working in EXTRA, Al Hail**

**COMPANY NAME : Jashanmal National Company L.L.C. Muscat Oman.**

**BRANDS : Sure, Hoover, Maytag, Electrolux, Russell Hobbs, BabyLiss**

**DESIGNATION : Retail Sales Representative**

**DURATION : September 2019 – Aug 2022 in Carrefour City Centre Seeb.**

**COMPANY NAME : Reliance Telecom Mumbai.**

**DESIGNATION : Sales Representative**

**DURATION : March 2015 – October 2017 (2-Years)**

## **RESPONSIBILITIES :**

Responsible for selling products, merchandise, and services in a retail setting, such as Electronics.

- Sell specific products and services to consumers.
- Demonstrate products and show consumers how to maximize their features.
- Explain different customizable features.
- Discuss warranties and replacement parts.
- Check inventory to ensure product is in stock
- Represent and promote the organization with products and services at in-home product presentations, showrooms, and home shows as required.
- Conduct outbound lead follow-up calls to potential and existing customers via telephone and e-mail to qualify leads and to sell products and services.
- Present solutions to furniture buyers including price, credit terms, accurate sales contracts, estimated time of delivery based on firm's production and delivery schedules.
- Collect and research information needed to identify and resolve problematic situations.
- Set up display cases.
- Determine seasonal trends and adjust displays as needed.
- Ensure pricing is correct.
- Demonstrate electronics and their features.

### **Day-to-day tasks of Retail Sales Representative:**

- Greeting customers and Advising customers on products
- Providing the best customer service possible
- Handling claims, processing returns and exchanges
- Building customer loyalty
- Preparing orders for delivery
- Telephone customers for tracking and follow-up
- Attract new customers

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## **PROFESSIONAL EDUCATION**

- SSC
- HSC

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## **TECHNICAL EDUCATION**

- ✓ DIPLOMA IN D.T.P,PHOTOSHOP,COREL DRAW

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## **Workflow Tools**

- ✓ Tally ERP 0.9, Focus,
- ✓ MS office, Excel Power Point.
- ✓ OutLook – Email box
- ✓ Corel draw
- ✓ Photoshop

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## **COMPUTER SKILLS**

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OPERATING SYSTEMS : Windows-XP Professional, Vista & Windows 7 and Linux

DESKTOP TOOLS : MS Office 2003, 2007(Microsoft Word, Excel & PowerPoint)

WEB BROWSERS : Internet Explorer, Google Chrome & Firefox Mozilla

INTERNET SKILLS : E-mail and Creating Blogs

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## **PERSONAL PROFILE**

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NAME : Zahid Shaikh.

DATE OF BIRTH : 01-03-1992.

GENDER : MALE.

MARRIAGE STATUS : MARRIED

LICENSE STATUS : Valid Oman Driving License.

NATIONALITY : INDIAN.

RELIGION : ISLAM.

LINGUISTIC ABILITY : ENGLISH, ARABIC, HINDI, & URDU.

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