



SHARAFUDHEEN A

SALES EXECUTIVE



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Dubai



PERSONAL PROFILE

To function effectively in an organization and be able to deliver to the bottom-line. My stated objective & focused approach is to acquire in depth knowledge in the area in which I am associated with, and to work in an organization that fully utilize my skills & provide global exposure.



PERSONAL DETAILS

Date of Birth : 27/01/1986

Nationality : Indian

Religion : Muslim

Marital Status: Married

Passport No : S9716884



LANGUAGES

English

Malayalam

Hindi

Arabic



EDUCATION

- Bachelor of Commerce (MG University) Kerala, India
- Diploma in Computer Application, Kerala, India



SKILLS

- Able to cope with pressure
- Team work skills
- Communication skills
- Interpersonal skills
- Organizational skills
- Strong numerical and Analytical skills



UAE DRIVING
LICENCE



EXPERIENCE

Sales Executive (June 2020- Present)

Al Seer Trading Agencies, Dubai

- Achieve daily, monthly, and annual sales personal and group targets.
- Preventing damage to the company's products and assets in work territory.
- Build good working relationships with customers, outlet staff, colleagues, and manager.
- Challenge any objections with a view to getting the customer to buy.

Merchandiser (April 2015- May 2020)

Al Seer Trading Agencies, Dubai

- FMCG / Beverage Section and Stationary Section.
- Ability to close the day and report handling cash sales, marking shift day end report, updating the category sales on the system using MS excel.
- Checking Expires
- Following FIFO.
- Display items in correct place and Alignment.
- Following Journey Plan
- Achieving target

Sales Assistant (May 2010-March 2014)

Emirates National Oil Company, Dubai

- Working in a team as a professional in effective and prompt handling of customer inquiries.
- Receive and assist the supplier and overseeing the current stock and be sure to return the expiry and damage products.
- Efficient and attractive merchandising the store products with standing level and Plan-o-gram.
- Ability to close the day and report handling cash sales, marking shift day end report, updating the category sales on the system using MS excel.



TRAININGS AND ACHIEVEMENTS

- Merchandising and Sales Excellence training
- Successfully completes Managing Customer Service Training Conducted by EPPCO/ENOC.
- New Employee Training Consisting Customer service, Merchandising, Food preparation from EPPCO/ENOC.
- EHS (Environment Health and Safety) Training completed