

SHIHAB CHIRAKKAL THAZHAM

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PROFESSIONAL SUMMARY

Hardworking and passionate job seeker with strong organizational skills eager to secure entry-level sales supervisor position. Ready to help team achieve company goals. Hardworking and passionate job seeker with strong organizational skills eager to secure entry-level sales supervisor position. Ready to help team achieve company goals.

EXPERIENCE

MARIKKAR ENGINEERS(sales consultant) **Kozhikode india(kerala)**

- Fostered customer loyalty and consistent investment by building positive and productive relationships.
- Established new customer accounts through dedicated cold calling and exceptional service.
- Identified prospect needs and offered appropriate products and services.
- Demonstrated products to encourage purchases by showcasing features and benefits.
- Maintained expert product knowledge for persuasive, reliable customer guidance

PENINSULAR HONDA (customer relation manager)

- Optimized customer experience through tailored service and product package development.
- Maximized sales opportunities by acquiring and maintaining knowledge about assigned clients through research and data analysis.
- Advised customers on availability, pricing, and location of products.
- Offered current, accurate advice on optional solutions for concerns.

Al MAWAKEB NUTS (Sales man uae)

- Maximized sales revenue through effective up selling and cross-selling of associated products.
- Performed daily store opening and closing, readying sales floor for customers and delivering stringent security measures.
- Maintained record of daily individual activities, behaviors and pertinent incidents for patient analysis and assessment.

TITANIC RESTAURANT Restaurant manager(QATAR)

- Analyzed operations to improve restaurant efficiency and service levels.
- Interacted positively with customers, effectively promoting restaurant facilities and services.
- Established safe and secure dining environment with strong sanitation standards.
- Delivered in-depth training to customer-facing staff, promoting strong service performance.
- Purchased required quantities of necessary restaurant items, including food, beverages, equipment and supplies.

DELHIVERY LOGISTIC(Outlet incharge)

- Ensured customer satisfaction by verifying accuracy of shipments, ensuring correct labeling, weight and pricing.
- Facilitated smooth warehouse operations, verifying receipts, issues and storage changes were accurately recorded in SAP.
- Researched issues to address shipping errors and packaging mistakes.
- Analysed operational performance and implemented plans to attain organisational and financial goals.
- Developed lasting relationships with employees, peers, upper management and outside vendors.
- Reviewed profit and loss statements and metrics to identify trends and opportunities.

TRANSGUARD uae (Ground staff)

- Provided extra care and attention unloading wheelchairs and pushchairs for safe transportation to designated destination.
- Maintained excellent safety levels during loading and unloading, carefully positioning chocks and cones around

the aircraft.

- Carefully unloaded passenger luggage and air cargo, loading onto carts and dollies for safe transportation.
- Ensured accurate, timely delivery of air cargo to appropriate airlines.

NATURAL mini mart kozhikode(Outlet supervisor)

- Monitored competitor activity, implementing strategic sales and marketing promotions to remain ahead of rival brands.
- Promoted outstanding customer service standards to enhance in-store experiences and grow company reputation and profits.
- Managed stock within set minimum and maximum levels to serve customers without over-extending finances.
- Evaluated products to select mix meeting current customer demand.
- Created seasonal sales plans with varying stock and promotional strategies.
- Followed industry trends and set pricing strategies to maximise business returns.
- Established clear budgets with sound controls to keep business operating with optimum finances.

EDUCATION

SSLC

PLUS TWO

BA ENGLISH

SKILLS

- Decision Making
- Excellent Communication
- Written Communication
- Data Entry
- Google Workspace
- Planning and Coordination

- Self-Motivated
- Problem-Solving
- Attention to Detail
- MS Office

LANGUAGES

HINDI

ENGLISH