



FIROS KHAN

SALES EXECUTIVE



Contact

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Professional Summary

Over 8+ years of marketing experience in competitive industries and successfully identifying, developing and managing new business opportunities within these markets. I enjoy working as part of a team and achievement is only possible through such an approach tasks alone.



Work History

Store Keeper

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2015/01
-
2020/09

- Stocked storerooms and adjusted minimum and maximum par levels in automated inventory system.
- Received product shipments and organized in stockroom storage area.
- Documented shipping and receiving records to confirm receipt of orders.
- Kept sales receipts and maintained accounting records.
- Ordered goods from various vendors to maintain store merchandise levels.
- Received, merchandised and arranged all shop items for visual display.
- Filled orders by gathering merchandise specified in requisitions.
- Maintained customer satisfaction with quick and professional handling of product returns.
- Monitored merchandise on shelves and in storage using inventory control system.
- Assisted customers by answering questions and suggesting merchandise.
- Tagged merchandise and neatly stocked on shelves and display areas.
- Oversaw warehouse staff by providing instructions and leading daily activities.
- Communicated with vendors to discuss order discrepancies, and returned damaged merchandise or incorrect orders.
- Trained and supervised new associates in grocery, produce and administrative departments.
- Planned budgets and authorized payments and merchandise returns.
- Operated forklifts and hand trucks to restock department supply locations.



Skills

- Brand launch & business development.
- Product advertising.
- Loss prevention.
- Promotions & Planning.
- Competitor analysis.
- Negotiating, Merchandising & Key account management.
- Staff development.
- Good Communication Skills

Sales Man

Planet Polymers

- Promoted and up-sold products and services to meet needs of customers.
- Showcased product features to customers and discussed technical details to overcome objections and lock in sales.
- Upheld high standards of customer service by promoting and upselling new products and services.
- Used consultative sales approach to understand customer needs and recommend relevant offerings.
- Followed up with customers after completed sales to assess satisfaction and resolve technical or service concerns.
- Visited customer locations to evaluate requirements, demonstrate product offerings and propose strategic solutions for diverse needs.
- Forged and nurtured impactful relationships with customers to cultivate loyalty.
- Drove team revenue totals by bringing in top sales numbers.
- Computed total costs and profit requirements for customer sales to provide accurate pricing.
- Exceeded targets by building, directing and motivating high-performing sales team.
- Collaborated with vendor representatives and company customers to set up optimal delivery schedules.



Education

- High-school education, SCERTKerala, 2006
- Senior Secondary Education- Commerce, SCERT Kerala,2008
- Bachelor’s Degree in BA Economics,2011



Personnel

- Nationality: Indian
- Date of Birth: 23/04/1990
- Status: Married
- Visa Type: Tourist visa

I hereby declare that the information furnished above is true to the best of my knowledge.

Yours Faithfully,

FIROS KHAN

DUBAI