



FAIZAL S HUSSAIN

📍 Sharjah, UAE

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Passport: N6349536

Date of Birth: 21.07.1997

CAREER OBJECTIVE

I am capable of handling a position that will allow for progress in terms of expertise, effective utilization of good leadership and interpersonal communication skills and innovation through exposure to new ideas for professional as well as the growth of the company

SKILLS

Sales & Marketing

Supervising

Time Management

Leadership

COMPUTER PROFICIENCY

MS Office

Accounting

EDUCATION

2020- B.COM

2015- Higher Secondary

Commerce (Accountancy,

Business Studies)

2013- High School (SSLC)

WORK EXPERIENCE

Organization : **LUTFI TRADING (Dubai, UAE)**

Designation : **SALES MERCHANDISER(Home Appliances)**

Duration : November-2021 to Present

Destination : Carrefour, Al Zahia, Sharjah

Job Profile

- Maximize customer interest and sales level by displaying products appropriately.
- Recommended, selected and helped to locate products based on customer needs.
- Manage the selling process to customers including pricing, FOC and direct discounts.
- reviewing customer feedback to predict sales trends and seasonal stock demand.
- Help customers with any queries they may have surrounding and provided excellent customer service.
- Monitor stock movements to ensure markdowns, promotions, price changes and clear outs are correctly marked and displayed.
- Achieve sales goals by reviewing competitors including pricing, profit, marketing and progress.
- Build and follow-up good relation with trade management, customer service, operations and finance departments for effective usage of “customer relationship management “.

Organization : **AL RUWAD Electronics (Yanqul, OMAN)**

Designation : **ACCOUNTANT AND SALES EXECUTIVE**

Duration : February-2019 to July 2021

Job Profile

- Provide financial information to management by analyzing accounting data; preparing reports.
- Summarize current financial status by collecting information, preparing balance sheet, profit and loss statements and other reports .
- Process transaction at point of sale accurately and efficiently.
- Work with team members in order to maximize sales and customer satisfaction.
- Initiate conversation to understand customers needs and sales requirement and always provided excellent customer service with thorough knowledge.
- Help customers with any queries they may have surrounding and deal with customer complaints and refund as per company policies.
- Achieve sales goals by assessing current client needs and following an defined selling process with potential buyers, often utilizing product demos and presentation.

PROFESSIONAL COURSES

- NEBOSH
- IOSH Managing safely
- MEDIC First Aid
- Fire safety (HABC)
- Diploma in Fire and Safety
- Tally ERP.9

Organization : **MAKARAJYOHI Builders (Kerala, INDIA)**

Designation : **ACCOUNTANT AND SUPERVISOR**

Duration : October-2017 to February-2019

Job Profile

- Managed the day-to-day tactical and long term strategic activities within the business.
- Leveraged knowledge of customers, market trends and principle to successfully market products.
- Maintained high level of partner satisfaction by ensuring product quality and on-time shipment.
- Recruited, interviewed, trained, supervised, motivated and evaluated employee performance
- Provide financial information to management by analyzing account data; preparing reports.
- Summarizes current financial status by collecting information, preparing balance sheet, profit and loss statements and other reports.
- Keep a constant check on stock levels to ascertain the best value, delivery schedules and quality.

PERSONAL DETAILS

Languages Known : English, Arabic, Hindi & Malayalam

Gender : Male

Marital Status : Single

Nationality : Indian

Caste & Religion : Islam, Muslim

Driving Licenses :

- **Valid UAE Driving License (Light Vehicle-Manual)**
- **Valid Oman Driving License (Light Vehicle-Manual)**
