

HAMSA SAJIN P.A.



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Profile

Driven Management professional offering over 16 years of experience in competitive sales and customer service settings. Focused and motivational mentor adept at challenging team members to meet and exceed company goals.

Education & Credentials

- Travel and Tourism Course from Anna Mariya Academy for Aviation Services Kochi ,Kerala.
- Higher Secondary from Kerala State Education Board
- SSLC From Kerala State Education Board.

Volunteer Activities

- Volunteers to tackle spread of Pandemic Covid - 19
Worked for Kerala State Government- the National Health Mission and Department of Health Services | July 2020
- Distribution of Grocery Kits to House holds
Affected by Covid 19 | 2020

IT Skills

- Microsoft Office
- Internet browsing
- Document preparation

Driving license

- 4 wheelers license issued from India

Notable Accomplishments Across the Career

- Credited for receiving complaints and resolving customer problems in a professional manner
- Received Award from Airlines Continuously for 5 years for best Performance in sales

Key Impact Areas

Business continuity planning	Sales Operations
Process coordination and management	Training & Development
Goal development and implementation	Payroll & Scheduling
Team Building & Leadership	Customer Relationship
Quality Standards	Promotional Strategies

Personal Strengths



Personal Details

Date of Birth: 01st May, 1981
Current Address: Al Quises. Dubai U.A.E
Visa Status: Visit Visa

Languages Known: English, Hindi, Malayalam, Tamil,
Nationality: Indian
Marital Status: Married

UAE Work Experience

2022 : 7 months, Jan – July

Abdulla Al Khattal (AAK) Merchandiser - Shaklan Hyper Market, Store Alquoz, Dubai

Job Profile:

- Checking the Stocks in Shelves and Display – Getting the workers to fill the stock that is in shortage.
- Guiding the customers and updating them on the new products or offers available from AAK
- Before closing, taking stock of all the items re-filled through out my shift duty
- Getting the Fresh fruits and vegetables in the display ready for next day morning.

India Work Experience

Feb, 2015 to Nov. 2021

Hindustan Hyper Market: Indoor Sales Man, Tirur, Malappuram, Kerala.

Job Profile

- Greet and Guide customers as they arrive at the supermarket
- Provide customers with information on daily deals and discounts
- Assist customers in finding their choice of items or escort them to the right shelves
- Stock shelves following the supermarket's policies and make sure that any out of stock product is informed to the supervisor
- Answer customers' queries regarding products and deliveries
- Ensure that any damaged or expired products are reported and removed from shelves

July 2009 to Dec. 2014

Creative Tours And Travels - Sales Executive - Kochi, Kozhikode Tirur Branch, Kerala, India

Job Profile:

- Conduct Sales Meetings with Clients and Keep Track of Communication with Clients.
- Proactively sought and engaged new customers, developing into profitable, long-term accounts.
- Used outstanding product knowledge, sales and customer relations skills to drive substantial profit increases.
- Used active listening and relationship-building techniques to assess customer needs and deliver viable solutions.
- Applied various sales techniques to steadily expand customer bases to build up the market
- Marketed promotions, events and new product launches effectively, growing customer bases and revenue opportunities.

June 2004 to Apr. 2009

BPL Telecom. Pvt. Ltd., - Sales Executive – Kochi, Kerala.

Job Profile:

- Conducting market research to identify selling possibilities and evaluate customer needs
- Actively seeking out new sales opportunities through cold calling, networking and social media
- Setting up meetings with potential clients and listening to their wishes and concerns
- Used active listening and relationship-building techniques to assess customer needs and deliver viable solutions.
- Applied various sales techniques to steadily expand customer bases to build up the market
- Participate on behalf of the company in exhibitions or conferences