



KALANDAR SHAFI

SALES EXECUTIVE

A customer focused and articulate individual who possesses a friendly and personable approach along with strong time management skills and the ability to listen carefully to client requirements. Charlene has a real thirst to succeed and boasts a demonstrated track record of initiative, creativity and motivation. She has the entrepreneurial spirit required to work in highly flexible, rapidly changing, ambiguous work environments. Having insatiable energy to produce results and being able to quickly build outstanding customer relationships, she would be a valuable addition to any ambitious company. Right now she wants to join a rapidly growing dynamic company that has plans for ambitious growth



Personal Info

MOBILE NO: 0564527163

GENDER: MALE

VISA TYPE: VISIT VISA

D.O.B : 22/05/1995

RELIGION: ISLAM

LIVES : U.A.E



Skills

TEAM WORK	● ● ● ● ●
COMMUNICATION	● ● ● ● ●
HARD WORKING	● ● ● ● ●
CUSTOMER FRIENDLY	● ● ● ● ●
COMPUTER KNOWLEDGE	● ● ● ● ●



Languages

HINDI	● ● ● ● ●
ENGLISH	● ● ● ● ●
KANNADA	● ● ● ● ●
MALAYALAM	● ● ● ● ●
ARABIC	● ● ● ● ●



Work Experience

SALES EXECUTIVE, ABU DHABI, UAE

2019-2021

AL RUWAIS

Establishing sales objectives by forecasting and creating sales quotas for the team and individual sales representatives

Creating and executing strategic plans as determined by market trends and historical data.

Managing team performance reviews and creating reward programmes for top performers

Managing, coaching and motivating the sales team to improve their skills, ensure they achieve a high professional standard and help them achieve their monthly sales goals

Generating and presenting monthly sales reports to executives

MARKETING CUM SALES, BANGLORE, INDIA

2015-2018

MADHURA GENERAL TRADING

Managing the sales process for new prospects, from initial contact through to closure.

Dealing with customer enquiries face to face, over the phone or via email.

Contacting prospective customers and discussing their requirements.

Achieving all revenue targets & objectives in line with the Area Business Plan.

Working closely with the marketing team to produce any sales collateral required for the target market.

Reporting business trends and area performance to the National Sales Manager.

Developing & maintaining successful business relationships with all prospects.

Developing a full understanding of the business market-place.



Education

UPPER SECONDARY EDUCATION

2010/05

MUHIMMATH HIGH SCHOOL

HIGH SCHOOL



Certificates

2010

SECONDARY SCHOOL CERTIFICATE