

PERSONAL PROFILE

Email:shmsiru@gmail.com

Contact:

Mobile: +971581546833

Personal Data:

Gender : Male
Marital Status : Single
Nationality : Indian
Father : Saidumuhammed
Religion : Islam

Dubai Driving

Licence .No 3900407

Permanent Address

samshar
S/o Saidumuhammed
Chirayedath House
P.O Edamuttam
Thrissur, Kerala, India

Passport Details:

Passport No : M1501906
Date Of Issue: 23/08/2014
Date Of Expiry: 22/08/2024
Place Of Issue : Cochin

Languages Known:

- ❖ English
- ❖ Malayalam.
- ❖ Tamil
- ❖ Hindi

CAREER OBJECTIVE:

To work with zest and zeal in a well established organization of repute and to become a professional, being part of the organization that exploits my potentials to the fullest and put to best use of my skills, contributing and excellence and hence grow along with it.

PERSONAL SKILLS:

- Ability To Deal With People Diplomatically.
- Prioritize and multitask.
- Learn new technologies and maintain industry knowledge.
- Excellent grasping power.
- Excellent communication and interpersonal skills.
- Committed to quality work.

EDUCATIONAL QUALIFICATION:

EXAMINATION	BOARD/UNIVERSITY
B.COM	Calicut University
PLUS TWO	Kerala State Board
S.S.L.C	Kerala State Board
DIPLOMA IN CARGO INDUCTORY COURSE	FIATA
DCA	ITDC

TECHNICAL QUALIFICATION AND SOFTWARES:

- MS- Word
- MS-Excel E-mail
- uae driving license

EXPERIENCE

Company :global logistics(Indian)cochin airport

Designation :operating

COMPANY :SHAS traders (Indian)

Designation :SALS

COMPANY :KAJA(INDIAN)

Designation :SALS

COMPANY :OROCLENEX(INDIAN)

Designation :SALS

COMPANY :LIFE PHARMAY(DUBAI)

Designation :warehouse assistant

COMPANY : GYMA L.LC (DUBAI)

Designation: sales& Merchandising

JOB RESPONSIBILITIES

- **Plan and develop merchandising strategies that balance customers' expectations and company's objectives**
- **Identify new opportunities in the and approach customers to increase sales generation**
- **Maintain relationships with clients by providing support, information ,and guidance**
Researching and recommending new opportunities ;recommending service improvement
- **Perform daily selling activities ;conduct sales calls ,customer visits ,demonstration,**
Proposal creation/presentation, and maintain prospect activity into sales cycle tracking processes
- **Analyze sales figures, customers reactions and market trends to anticipate product needs and plan product ranges/stock**
Enhancements to our services, by providing regular feedback to management
- **Submit daily ,weekly and monthly reports to management on customers visits feedback**
Current deals and prospect customers
- **Maximize customer interest and sales levels by displaying products appropriately**
- **Work closely with the sales admin and marketing staff as a good team player and provide**
Support whenever required
- **Achieve monthly and annual sales targets ,with pre-determined gross profit margins on sale**

DECLARATION:

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

