

ADHIL A ABBAS

UAE Experienced | Sales Specialist – Telecom | Food Packaging
Retail & Wholesale | FMCG | NLP – Basics | Availability: Immediate
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SUMMARY

Sales specialist having 10+ years of UAE and Bahrain experience in consumer electronics and food packaging industry. Specialized in business development, sales, marketing of mobile phones, accessories, food packaging products. Work experience in Dubai and other emirates. Fluent in Arabic, English, Hindi, Malayalam languages. Having UAE driving license.

PROFESSIONAL SKILLS

Telecommunication, Consumer Electronics, Mobile Phone & Accessories, Food Packaging, Outdoor Sales, Business Development, Product Branding, Marketing, Order Processing, Promotions, Events, Retails & Wholesales, Key Account Management, Sales Forecast, Online Sales, Market Penetration, Product Demonstration, Presentation, Microsoft Office, Billing Software, Customer Service, Business Acumen, Financial Acumen, Purchase Order, Vendor Management, Procure to Pay, Payment Transfer

WORK EXPERIENCE

Sales Executive

July 2019 – July 2021

Hotpack LLC, Bahrain

Managed the sales of 1000+ products. Increased sales by proper market research and customer demands. Reduced overdue payment by with best customer interaction and continuous follow up. Increased total sales by 200% within 4 months. Managed 150+ customers.

Product Sourcing Specialist

Mar 2016 – July 2017

Al Sahl General Trading, Sharjah - UAE

Lead the complete total procurement and sourcing of goods from Chinese manufacturers for UAE and Saudi Arabia customers. Negotiated with manufactures for competitive price. Technical approval of samples from the manufactures. Developed number of potential manufacturers.

Regional Sales Executive

Feb 2014 – Jan 2016

Midori Venture (VIDEOCON), Dubai - UAE

Managed both wholesale and retail customers. Implemented strategic movement in the history of company which had best impact on the total sales. Penetrated to the market by exceptional sales and marketing strategic approach. weekly promotion events in major markets across UAE especially Dubai.

Van Sales Executive**Oct 2012 – Mar 2014****Axiom Telecom, Dubai - UAE**

Achieved company target for each month. Increased the customer accounts. Promoted new models of mobile phones and accessories to the customers. Timely follow-ups of payment from the customer to have smooth business transaction. Developed high demand for company's own product. Handled 60+ customers in every 2 – 3 days. Utilized the real time machine for invoicing.

Sales Representative**Jul 2007 – Jul 2012****Kavitha Mobile Phone Centre, Sharjah - UAE**

Handled the retail sales of smart phones, accessories, and sim card. Increased the number of sim card registration. Increased the sales by promoting high profitability products. Developed the customer base by providing exceptional customer service and product quality. Cooperated with dealers for best promotions for the new models.

EDUCATIONAL QUALIFICATION

- **Bachelor of Business Administration in Marketing**
Cosmos Educational Institute - UAE, MG University
- **Post Graduate Diploma - Logistics and Supply Chain Management**
KitCo-Assocham Consortium, India
- **Diploma in Supply Chain Management**
Certified by CII institute of Logistics, Chennai.

TRAINING AND CERTIFICATION

- Warehouse and Distribution Management at V-Guard Industries Ltd. (Electrical Appliance Manufacturer)
- Import & Export documentation at Falcon infrastructures Ltd. (Freight Forwarder – India)
- Dangerous (DGR) Good Export Documentation at Sea Freight International, Jabel Ali Free Zone (JAFZA), Dubai
- Neuro Linguistic Programming (NLP)