

MUHAMMED SHAREEF PT

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Dubai, United Arab Emirates



Objective

Seeking a long- term opportunity within the business community, where my professional experience, education and abilities would be advantageous to the growth of my employer and myself.



Experience

HORECA TRADE -DUBAI, UAE (CURRENT POSITION)

20/12/2018 - Present

SALES EXECUTIVE

- ❖ Generate sales and market analyse
- ❖ Maintain all the HORECA Markets
- ❖ Maintain new and existing customers with proper communications
- ❖ Observe and report competitors movement
- ❖ Increase the sales volume and profit Margin

BESTWORLD COLLECTIONS - KERALA, INDIA

1/10/16 - 30/10/18

SALES MANAGER

- ❖ Manage and supervise the employees
- ❖ Meet sales targets

M/S Q LINE GULF GENERAL TRADING - DUBAI,UAE

26/06/14 - 31/07/2016

SALES EXECUTIVE (KEY ACCOUNTS)

- ❖ Market analyse
- ❖ Control sales team
- ❖ Give sales report to manager
- ❖ Create maximum purchase orders

M/S.NATIONAL REFRESHMENTS - DUBAI, UAE

19/10/2012 - 20/10/2013

SALESMAN

- ❖ Generate sales
- ❖ Market Analyse
- ❖ Cash and cheque collection on time
- ❖ Stock clearing
- ❖ Make sure the delivery on time

ALMARAI - DUBAI, UAE

08/10/09 - 10/10/2011

VAN SALESMAN

- ❖ Create sales and take orders from customers
- ❖ Market Analyse and report
- ❖ Cash and cheque collection on time
- ❖ Stock check and merchandise
- ❖ Give sales report to supervisor



Education

Calicut university

2005

Bachelor of Business Administration Completed

Kerala

2002

Higher Secondary from Board of Public Examination,



Skills

- ❖ Able to work under pressure and meet deadlines with easy and efficiency
- ❖ Strong communication, interpersonal and leadership skills
- ❖ Achievement and result oriented with an ability to manage change with easy
- ❖ Have excellent problem solving and coordination skills
- ❖ Excellent writing ,presentation and communication skills



Language

ENGLISH, ARABIC, HINDI, MALAYALAM, and TAMIL



Personal Details

- Date of Birth : 01 April 1985
- Marital Status : Married
- Nationality : Indian
- Gender : Male
- Passport No : M7253709
- Driving Licence No : 97321
- Visa status : Employment Visa



ADDITIONAL QUALIFICATION

Good knowledge and experience with the main markets especially Union co-op, sharjha co-op, spinneys, Adnoc oasis. Includes wholesale and retaile Experience in HORECA Channels and 9 years total sales experience in U.A.E.



TECHNICAL QUALIFICATION

Ms office and knowledge to use hand held terminals
Accounting softwares - Oracle, Sage