

CURICULAM VITAE



BASHEER MOHAMMED

SALES EXECUTIVE

CONTACT:-

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ABUDHABI, U A E

PERSONAL DETAILS

Nationality	Indian
Date of birth	1979
Gender	Male
Marital status	Married
Religion	Muslim
Passport No	M1404079
Date of Expiry	20-08-24
Visa Status	Employment
Visa Expiry	18-02-24

EDUCATION

B. Com

Mangalore University (2000-2003)

Karnataka, India

COMPUTER SKILLS

Ms-office (Ms-Word, Ms-excel, power-point, Ms-Access)

Desk Top Publishing (English, Kannada,

DRIVING LICENCE

Having a valid UAE Driving License

Valid Until Year 19/07/2027

LANGUAGES KNOWN

English, Hindi, Arabic, Urdu, Malayalam, Kannada and Tamil

OBJECTIVE

To be able to find a position where I can apply my knowledge, learn new things, encounter challenges and contribute for the organization with pleasure and satisfaction

Area of Experience

Dealer Account Management

B2B Market Sales

Professional Experience:-1

Dealer Sales Executive :- in Abudhabi & Western Region with Alonsa Electronics LLC, Dealer Sales & B2B Sales Market, Handling Alonsa Home Appliances and Electronics,

Working Role: -

Relationship building
Researching the market and related products
Presenting the product or service in a structured professional way face to face
Listening to customer requirements and presenting appropriately to make a sale;
Negotiating the terms of an agreement and closing sales;
Gathering market and customer information;
Liaising with suppliers to check the progress of existing orders;
Responsible for the activities associated with the transportation of products from suppliers into the network.
Optimize transport planning in the most efficient way for customer and stakeholders
Maintain proper and accurate Pre-Shipment and Post-Shipment Administration
Ensure correct estimates in transport planning system
Meet on time delivery (OTD) requirements and follow on discrepancies with suppliers
Gaining a clear understanding of customers' businesses and requirements;
Attending team meeting and sharing best practice with colleagues.

Professional Experience:-2

Sales Merchandiser:- in Abudhabi with Al Yousaf Electronics LLC, Handling LG Home Appliances and Electronics.

Working Role: -

Relationship building
Researching the market and related products
Presenting the product or service in a structured professional way face to face
Listening to customer requirements and presenting appropriately to make a sale;
Reporting to Department manager in related sales achievement.

Attending Team Meeting and Sharing Best practice with colleagues

Professional Experience:-3

Show Room Sales & Sales Merchandiser:-in Dubai with ETA ASCON Group of Company, Handling Mitsubishi A/C, Fujeta, Delongi, Ariston Home Appliances,

Job Profile:

Relationship building with retailers Researching the Market & Related products
Attending Team Meeting and Sharing Best practice with colleagues
Preparing weekly and Monthly report and Review of sales promoters sales and Targets Planning and motivate sales team to achieve the sales target.
Reporting to Department manager in related sales achievement.
Coordinating with Logistic team for smooth delivery and Aftersales service issues. Planning and implementing promotions

I declare that all information mentioned are true and correct to the best of my knowledge.

BASHEER MOHAMMED