

CURRICULUM VITAE



SHABINIYAS.E

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Dubai - UAE

OBJECTIVES:

To work in a responsible and challenging position of a professional organization where I can utilize my skills, knowledge and my entire personality for the betterment of the organizational and implement better ways and means to achieve the organization goal and objectives.

CAREER SNAPSHOT:

Organization	Designation	Tenure	Location
FAKIH GROUP OF COMPANY	OUTDOOR SALES	FEB 2008 - JAN 2011	DUBAI
ABC INTERNATIONAL GROUP	MERCHANDISER	MAR 2011 - JAN 2013	DUBAI
ALOKOZAY GROUP OF COMPANIES	VAN SALES & MERCHANDISER	FEB 2013 - DEC 2019	DUBAI
KHIMJI RAMDAS	SALES EXECUTIVE	FEB 2020 - JAN 2021	OMAN

Company - **FAKIH GROUP OF COMPANY** (Anti craft &Antique products)

Designation - **OUTDOOR SALESMAN**



Duties & Responsibility:

- Establishing and maintaining high customer service for customer's satisfaction.
 - Building Growing sales through existing clients.
 - Asking customers what their requirement and good deals
 - Negotiating prices and services with customers.
 - Identifying the Unique Selling Point of the product or service that you are selling.
 - Presenting solutions to key decision makers within targeted accounts.
 - Keeping detailed records of all customers
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Company - ABC INTERNATIONAL GROUP (Cool & Cool Tissue Products)

Designation – SALESMAN WITH MERCHANDISER

Duties & Responsibilities:-

- Achieving our company targets & Update subscribers for any promotion
 - Managing day-to-day activities & Developing new sales method
 - Answering customers query on merchandise and stocks that our company offers
 - Looking after the visual Merchandising of the store, Training of new team member
 - Leading and monitoring a dynamic sales team to achieve the sales targets
 - Actively involved in developing and achieving marketing strategies.
 - Attend to customers and explain products
 - Prepare daily sales and analysis report.
 - Answer questions regarding the store and its merchandise
 - Actively involved in developing and achieving marketing strategies
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Company - ALOKOZAY GROUP OF COMPANIES

Designation – VAN SALES MAN



Duties & Responsibilities:-

- Establishing and maintaining high customer service for customer's satisfaction.
 - Achieving our company targets.
 - Monitor the market and provide information to the superior for the latest items and to become more competitive
 - Responsible in updating daily sales and stock inventory as well as prepare the monthly sales report
 - Update subscribers for any promotion
 - Monitor the market and provide information to the superior for the latest items and to become more competitive
 - To train the new sales personnel & Keeping detailed records of all customers
 - Discuss with other sales personnel to work out the best methods of selling.
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Company - KHIMJI RAMDAS (Food Items)

Designation – SALES EXECUTIVE



Duties & Responsibilities:-

- Ensuring that the stock presentation and retail standards in branch are Effective and in line with company policy
 - Independent charge of some of the best outlets and played a key role in helping the sales.
 - In charge of promoting the new launches in the store.
 - Looking after the visual Merchandising of the store, Training of new team member
 - Maintain knowledge of current sales and promotions, policies regarding payment and exchanges, and security practices
 - Describe merchandise and explain use, operation, and care of merchandise to staff.
 - Recommend, select, and help locate or obtain merchandise based on customer needs and desires
 - Maintain records related to stock in and Out and maintaining stock ledger
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CURRICULUM VITAE

EDUCATION & QUALIFICATION

Higher Secondary (+2) - National Institute of Open School

SSLC - Kannur, Kerala State, India

COMPUTER QUALIFICATION

MS-Word, MS- Excel, MS-PowerPoint, Photoshop, Internet Browsing

INTERESTS

Travelling, Listening Music, Drawing

PASSPORT DETAILS

Passport Number : M 0269317

Place of Issue : Calicut

Date of Issue : 23/07/2014

Date of Expiry : 22/07/2024

PERSONAL DETAILS

Date of Birth : 12/12/1986.

Languages Known : English, Malayalam, Hindi

Marital Status : Married

Nationality : Indian

VISA & VEHICLE LICENCE DETAILS

Visa Status - Visit Visa

Visa Expiry - 10/12/2021

Vehicle License - Valid UAE Light Motor Vehicle

DECLARATION

I hereby declare that the above-mentioned statements are true and correct to the best of my knowledge and belief.

Shabiniyas .E