

RESUME

A.V. MAJEED

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CAREER OBJECTIVE:

Motivated and detail-oriented sales professional with Nine years of experience seeking a suitable position. Looking for an opportunity to apply my advanced knowledge of sales and customer service and my experience with team-building and organization development.

WORKING EXPERIENCE:

- **NAPCO (National Paper Product Company), Riyadh., Saudi Arabia.**
From : June 2012 – August 2021
Designation : Sales Support Team (Merchandising)
- **Drizzle Technologies (P) Ltd., Pondicherry, India**
From : April 2011 – June 2012
Designation : Web and Graphic Designer
And also worked in Office admin
- **Cherri Technologies (P) Ltd., Pondicherry, India**
From : Nov 2009 – Nov 2010
Designation : Web and Graphic Designer
- **Spi Technologies (P) Ltd., Pondicherry, India**
From : Oct 2008 – Oct 2009
Designation : Paginator

SALES PROFESSIONAL SKILLS:

- Client relationship management abilities.
- Strong and convincing personality.
- Grabbing a customer's attention in a face to face meeting.
- Able to sell to large and small businesses as well as private and public sector clients.
- Experienced with point-of-sale systems.
- Quick and effective problem solving skills.
- Clearly and effectively communicate with customers.
- Ability to adapt and learn quickly.
- Work as a team player.

ROLES AND RESPONSIBILITIES:

- Generating business for the company.
- Serves customers by selling products and meeting customer's needs.
- Services existing accounts, obtain orders and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
- Achieving the monthly sales targets.
- Displaying company's products.
- Planning and developing merchandising strategies.
- Price monitoring.
- Monitoring competitor's product strategies.
- Promoting new products.
- Expanding new markets.
- Creating and organizing, promotions and advertising campaigns.
- Gathering information on market trends and customer's reactions to products.
- Analyzing sales figure – resorting growth, expansion and change in markets.

WEB AND GRAPHIC DESIGNER SKILLS :

- Designing software's Photoshop, Illustrator
- Content management system (CMS) Joomla, WordPress. ▪ Search engine optimization.

ROLES AND RESPONSIBILITIES:

- Creating Web and Graphic designs.
- Creating leaflets, pamphlets, brochures.

SOFTWARE SKILLS:

- Programming Skill : Html, Dhtml
- Framework : CMS (Joomla 1.5)
- Packages : MS Office, Photoshop, Illustrator
- Languages : C, C ++
- Database : MS-Access, My Sql

EDUCATIONAL QUALIFICATION:

Degree/Board	University/School	Year of pass
B.Sc., Computer Science	Pondicherry University Community College.	2008
Higher Secondary	Fatima Hr. Sec. School	2004
Matriculation	Fatima Hr. Sec. School	2002

PERSONAL DETAILS:

Father's Name : E. Abdul Vahid
Date of Birth : 30.10.1985
Gender : Male
Religion : Muslim
Nationality : Indian
Passport Details : S4715682
Date of Expiry : 15.04.2028
Driving License : Saudi (Light Motor vehicle) Expiry-13.06.2023
Languages Known : English, Hindi, Arabic, Tamil & Malayalam

DECLARATION:

I hereby declare that the above information stated here are true to the best of my knowledge and belief.

Place : Dubai

Yours Truly

Date :

A.V. MAJEED