



MUHAMMED RAFI SJ

Sales Representative

A profession, which offers challenges and creativity, which paved the way for my career advancement as well as to contribute to the prosperity of the organization in which I work. Over **NINE YEARS** of experience as a **Salesman** in UAE. Good verbal and written communication skill. Always had good relationship with customers and Colleagues.

WORK EXPERIENCE

Salesman, Modern Trade Nov2018–Oct2020 V.V & Sons LLC, DUBAI (FMCG)

- Visit retail customers, check on stock availability, sell all our Consumer products, Generate orders, and communicate orders for processing and deliveries earliest the following day.
- Explaining, persuading and convincing customers to buy all products whether on promotion or not and always keep the format of MSL.
- Responsible for explaining fully & clearly to all customers any promotions / offers / marketing activities that may be running and ensuring that customers participate accordingly
- Following payments / collection - ensuring that all the cash / cheques are properly deposited in finance daily

Van sales (T T) Aug 2016 –Jun2018 Al Seer Trading LLC. Dubai & Rak

- Achieving the Sales, distribution and productivity objectives in line with the brand objectives for the set of assigned outlets.
- Merchandising and implementation of Planogram for the products in the assigned outlets. Negotiate with customers in order to ensure effective and timely implementation of the monthly priorities.
- Ensure prompt listing of new products in line with the POP objectives
- Ensure timely submission of monthly statements to the assigned customers and cheque collections as per the due dates.

CONTACT

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 **Dubai UAE**

EDUCATION

**Higher Secondary
Board of Higher
Secondary Exam**

**Microsoft Windows
Ms Office
(AICES) Certificate**

LANGUAGES

**English
Arabic
Hindi
Tamil
Malayalam**

**Driving Licence Details
Dubai Manual**

Expertise Areas In

Lulu hyper market

Nesto hypermarket

Safeer market

Sharjah co-op market

PERSONAL INFO

Nationality : Indian

Date of Birth : 20 May 1987

Marital Status: Married

Visa Status : Visit Visa

SKILLS

- Excellent communication skills.
- Strong negotiation skills.
- Relationship building and management skills.
- In depth understanding and knowledge of the industry.
- Advanced sales and customer service.
- Excellent leadership and coaching abilities.
- Skilled in staff optimization and team development.
- Advanced analytical and problem-solving skills.
- Ability to develop, implements, and review policies and procedures.
- Ability to address problems and opportunities for the company.
- Good awareness of internal and external customer nee
- Positive thinking and good learning skills.

DECLARATION

I declare that all the particulars stated above are true and correct to my knowledge and belief. I hope that, I will satisfy all your needs, if I am selected in your concern. Hone for the best with confidence.