

SHABEER SAIFUDHEEN

DUBAI – UNITED ARAB EMIRATES

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Committed & motivated professional who believes in constant learning to upgrade and enhance professional skills that can deliver exceptional customer service, work ethics and great initiative. Seeking a challenging career position in a prestigious organization that can optimally utilize my experience, skills, and education for the mutual benefit and growth.

EXPERIENCE

NOV 2020 – FEB 2021

STOREKEEPER, DR. NUTRITION(DNP)- DUBAI-UAE

Dr. Nutrition was founded in 2001, today; we are privileged to connect with thousands of customers every month with exceptional natural products. With more than 7000 different products, 250 Branches in 10 countries (UAE, Saudi Arabia, Oman, Jordan, Bahrain, Kuwait, Qatar, Iraq, Egypt, and Morocco). With more than 200 international brands, we work hard to serve our clients with all what they need from natural products.

APR 2019 – OCT 2020 AND Continued...again from MAR 2021- JAN-2022

CUSTOMER RELATION EXECUTIVE, BENCHMARK SERVICES-KERALA-INDIA

Benchmark services is more than a debt management solutions provider. Our aim is to create and lead the credit management sector in the UAE and the MENA region. Using a business-led approach, we combine industry-leading experts with comprehensive knowledge and innovative services to help both creditors and debtors achieve the best outcomes across a wide range of debt-related scenarios from amicable to legal.

SEP 2017 – FEB 2019

MERCHANDISER, BRITANNIA INDUSTRIES LTD-KERALA-INDIA

Britannia industries Ltd is an Indian food & beverage company founded in 1892 and headquartered in Kolkata. It is one of the oldest existing companies, it is now part of the Wadia group headed by Nusli Wadia. Britannia is among the most trusted food brands. Britannia's product portfolio includes biscuits, breads, cakes, rusk & dairy products including cheese, beverage's, milk & yoghurt.

AUG 2015 – JULY 2017

SUPERVISOR/COMPANY INCHARGE, BLUEDART COURIER (DHL) -KERALA-INDIA

BlueDart the first-class courier service of South Asia, widely known as unified express and package Distribution Company. The services of BlueDart covers over 34,831 locations and offers service to more than 220 countries and territories. The services are offered via DHL, one of the first brand names in express distribution services.

EDUCATION

B.COM (BACHELOR OF COMMERCE),
BHARATHIYAR UNIVERSITY-TAMILNAD-INDIA

HIGHER SECONDARY EDUCATION,
GSMVHSS-KERALA-INDIA

HIGH SCHOOL EDUCATION,
GSMVHSS-KERALA-INDIA

SKILLS

- Excellent customer service skills, that make long term professional trust & friendship.
- Greeting customers, delivering world class shopping experience by making them feel comfortable to choose the right product and service.
- Showed flexibility in working well in cross-functional teams even under pressure with a good sense of urgency to complete multiple tasks within strict deadlines.
- Successfully carried out job profile in a consistent manner & continuously working towards the company's objectives and goals that helped maintain level of competency.
- Communication
- Negotiation
- Product promoting & Branding
- Stress Management
- Analytical thinking & Numeracy
- Interpersonal skills
- Creativity & imagination
- Social media & community management
- Planning & organization
- Teamwork
- Willingness to learn
- Leadership/management skill
- Loyalty

DUTIES & RESPONSIBILITIES

PERSONAL DETAILS

- Identifying business opportunities and target markets.
- Identify each potential customer need
- Develop new opportunities
- Build meaningful relationship within the company and outside
- Follow up on service
- Research market trends & products
- Arrange meetings with potential clients
- Record sales information & maintain customers record
- Ensure appropriate and timely delivery of services & products
- Prepare sales report

IT SKILLS

- Accounting software's like
Basic Tally, C2PC
- MS Word
- MS Excel
- MS Outlook
- Internet surfing & E-mailing

PERSONAL DETAILS

Nationality: INDIA

DOB: 07-04-1997

Father's Name: Mr. SAIFUDHEEN

Marital Status: SINGLE

Passport No: S0888905

Visa: VISIT VISA

Date of Issue: 08/02/2022

Date of expiry: 08/05/2022

LANGUAGES

ENGLISH: Expert

HINDI: Intermediate

MALAYALAM: Proficient

TAMIL: Fluent