

SHAHABAS VP

SALES | MARKETING |
MERCHANDISING |
WAREHOUSING



HELLO!

I am a passionate results-driven professional with over 7 years of work experience in planning, sales, marketing, merchandising, independent evaluation, selection and significant adaptation and deviation from standard techniques and procedures. Highly detail-oriented with analytical thinking, attention to detail, teamwork, and excellent time management abilities. Eager to work in an environment where my extensive knowledge and skills will be proven to highlight the company.

CONTACT



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ADDRESS
Dubai, UAE

SKILLS

Interpersonal skills:

- Strong Communication skills
- Customer Service
- Influencing & Negotiation Skills
- Client Relationships
- Problem solving ability
- Closing skills

Technical Skills:

- Sales force
- Telephone handling
- Email management

WORK EXPERIENCE

SALES REPRESENTATIVE | | 2018 Jul – 2022 Feb | ADDRESS MENS APPAREL | KERALA | INDIA

Responsibilities:

- Contacting new and existing customers to discuss about the product and exploring new market.
- Negotiate prices and terms to prepare sales agreements.
- Maintain contact lists and follow up with customers to continue relationship.
- Preparing weekly and monthly reports.
- Coordinating sales team with marketing programs.
- Visiting clients and potential clients to evaluate needs to promote products and services.
- Adjusts content of sales presentations by studying the type of sales outlet or trade factor.

BUSINESS DEVELOPMENT EXECUTIVE | | 2017 Feb – 2018 Mar | VMAX | DOHA | QATAR

Responsibilities:

- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, and merchandising techniques.
- Recommends changes in products, service, and policy by evaluating results and competitive developments
- Resolves customer complaints by investigating problems, developing solutions, preparing reports, and making recommendations to management.
- Maintains professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, and participating in professional societies
- Adjusts content of sales presentations by studying the type of sales outlet or trade factor.
- Focuses sales efforts by studying existing and potential volume of dealers.
- Submits orders by referring to price lists and product literature.

Software Skills:

- Microsoft Office
- MS word

EDUCATION

HIGHER SECONDARY || KANNUR || Kerala, India ||

SECONDARY (DHSE) || Kannur, Kerala ||

LANGUAGES

- English
- Malayalam
- Hindi
- Arabic

LICENSES

Valid Driving Licenses:

- INDIA

SALES EXECUTIVE || 2014 – 2016 || TOHFA READYMADE GARMENTS AND PERFUMES-LLC| SHARJAH || UAE

Responsibilities:

- Managing sales and returns.
- Ensuring accurate stock availability and controlling overstock.
- Record business transaction and key daily worksheets to the general ledger system.
- Preparation of financial statements monthly as well as annually.
- Input type vouchers, invoices, cheques, account statements, reports and other records.
- Demonstrating good product knowledge to customers on key promotions and offers.

CORE STRENGTH

- Development of new leads.
- Ability to negotiate and close deals.
- Skill to accomplish target goal within time period.
- Ability to learn about new products and its specification for marketing.
- Ability to find new markets and develop the business.