

CURRICULUM VITAE

HASHIM PP

Dubai

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PROFILE OVERVIEW & JOB OBJECTIVE:

- An enthusiastic, hardworking, dedicated professional with experience in sales and retail store operations.
- Handled Sales and Customer Service duties in various industries.
- Job objective is to be a part of a prestigious organization preferably in sales or operations department, offering good opportunities.
- Handled Customer Service duties and PR activities for Car renting firm.

ASSETS

- Hard working capability, Quick learning skill, team player, result oriented & Commitment to the job.
- Industry Experience- Food & Beverage, FMCG, Service Industry
- Product knowledge- Mobile Phones, Accessories, Garments
- Service- Rent a car service; PR activities

COMPUTER SKILLS

- Computer basic
- Internet ,E-mail
- MS Office

EXPERIENCE DETAILS (1)

Organization	:	GHH GLOBAL TRADING LLC
Designation	:	Sales Executive
Period	:	2020- Present

JOB PROFILE

- Conduct market research to identify selling possibilities and evaluate customer needs
- Actively seek out new sales opportunities through cold calling, networking and social media
- Set up meetings with potential clients and listen to their wishes and concerns
- Prepare and deliver appropriate presentations on products and services
- Create frequent reviews and reports with sales and financial data
- Ensure the availability of stock for sales and demonstrations
- Participate on behalf of the company in exhibitions or conferences
- Negotiate/close deals and handle complaints or objections
- Collaborate with team members to achieve better results
- Gather feedback from customers or prospects and share with internal teams

EXPERIENCE DETAILS (II)

Organization : **Lebanese Fruit Co.**
Designation : **Van Sales cum Merchandiser**
Period : **2016- 2019**

JOB PROFILE

- Responsible for achieving sales target in the assigned route.
- Make sure that truck is loaded with Optimum stock of LIFCO products (Dry, Chilled & Frozen)
- Ensure the assigned area route is adequately covered and conform to delivery schedule. Inform the supervisor/Manager of new outlets opened in the assigned area. Visit these establishments and update visit schedule.
- Reconcile with the assigned area Supervisor/Manager with total daily sales.
- Prepare Invoice / GRV etc
- Collection of customer payment and submitting relevant invoices/ documents.
- Ensure effective display of product in the outlets.
- Conduct market survey as requested by supervisor/Manager and provide adequate feedback.

EXPERIENCE DETAILS (III)

Organization : **AAB Transport (RITZ Car Rental)**
Designation : **Customer Service/ Sales Executive**
Period : **2014- 2016**

JOB PROFILE

- Handling customers of Car rental and assuring best service for the client.
- Handling payments, car service & maintenance, and other day to day operations.
- Contacting potential clients and generating new business.
- Handling PR activities of the firm.

EXPERIENCE DETAILS (IV)

Organization : **AD Salmin stores, Bur Dubai.**
Designation : **Field Sales Executive**
Period : **2013- 2014**

JOB PROFILE

- Meeting potential clients in the markets and promoting products (Garments & Perfumes).
- Generating sales and achieving target.
- Building good relationship with customers.
- Payment Collection.

EXPERIENCE DETAILS (V)

Organization : Polar Mobiles, Bur Dubai
Designation : Sales & Store In-Charge
Period : 2006-2012

JOB PROFILE

- Handling walk-in customers.
- Assuring better service to the customers.
- Generating better sales for mobile phones & accessories

EDUCATIONAL QUALIFICATION

Qualification	Institution	University/School	Year
Pre-Degree	M.G College	Calicut University	1998- 2000
SSLC	Mambaram Higher Secondary School	Board of Secondary Education	1996- 1997

PERSONAL DETAILS

Father Name : V. A Usman
Date of Birth : 04-05-1982
Sex : Male
Nationality : Indian
Marital Status : Married

Permanent Address : Soudha Manzil
Neerveli
Dst. Kannur
Kerala – INDIA

Language Known : English, Hindi, Malayalam & Arabic

Dubai Driving License No : 1939620

PASSPORT DETAILS

Passport Number : J2671583
Place of Issue : Kozhikode
Visa Status : Employment Visa

Personal Statement:

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

HASHIM P P

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