**Resume**

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**CAREER OBJECTIVE**

Qualified and dedicated professional with over 17 years of experience in retail, wholesale, import & export, business development, client handling, competitor analysis, market surveys, client relationship. Career record of achieving set goals within parameters of cost, profitability and client satisfaction.

**Personality**

A dedicated team player, who can bring to your business: additional professionalism, passion, productive ideas,

enthusiasm and out of the box thinking packed with practical work experience. Also loyal with a professional

attitude who takes great pride in his work and achieving a rapid career progression through hard work.

**KEY SKILLS**

* Maturity
* Confidence
* Patience
* Perseverance
* Negotiation skills
* Excellent interpersonal skills
* commercial awareness, IT Skills
* Numerical skills
* Multi lingual

**ACADEMIC PROFILE**

* 12th from Kalicharan Inter College (UP Board), Lucknow in 1996
* 10th from Kalicharan Inter College (UP Board), Lucknow in 1994

**TECHNICAL EXPERTISE**

* Diploma in Software Technology, System Management & Computer Service Engineering from Technosys Infoware in 1998

**EXPERIENCE PROFILE – 17 Years**

1. **Handling own business of Mobiles & Accessories in Lucknow (U.P.) India.** (Since - October 2012**)**
2. **Rosita Importadora y Exportadora (Electronics & Toys), Iquique, Chile (South America)** (From January 2010 to September 2012)

**Export Sales Manager**

* Administer all sales activities for all export products of organization and ensure achievement of all export sales target and analyze all company objectives and negotiate on prices to achieve same and maintain knowledge on all competitor activities.
* Maintain all company distributors for all assign territories and perform regular visits to all sites and provide required training to all staff and forecast all sales volume for various projects and maintain knowledge on all product range.
* Assist to prepare territory budgets and recommend appropriate distributors for all assign region and design all organization projects and facilitate in sales for same.
* Develop all objectives and goals for market sales and net revenue for all export activities and implement all new product launches to achieve all sales objectives and administer all merchandise for group brands.
* Maintain professional relationships with all customers and distributors and ensure satisfaction of consumers with all company products and services.

1. **Accessories Trading (Garments), Dubai U.A.E** (from December 2005 - November 2009)

**Sales Manager**

* Performing sales activities on major accounts and negotiating sales price and discounts in consultation with procurement head
* Holding regular meeting with sales staff.
* Client Relationship.
* Responsible for obtaining profitable results through the sales team by developing the team through motivation, counselling and skills development
* Personally observing the performance of sales representatives in the field on a regular basis.
* Providing high standards of ongoing training for the sales representatives so that they possess sufficient product knowledge to present information on the company’s products in an accurate and balanced manner

1. **Accessories Trading (Garments), Dubai U.A.E** (from November 2004 - December 2005)

**Merchandiser**

• dressing mannequins

• window displays

• Taking urgent orders

• Updating sales team on product availability

• cleaning & pricing of the displays

• maintaining the display of new range to get good sales

1. **Jacky's Electronics Dubai U.A.E** (from October 2001 - September 2004)

**Retail Sales Executive**

* Welcomes customers by greeting them, offering them assistance.
* Directs customers by escorting them to racks and counters, suggesting items.
* Advises customers by providing information on products.
* Helps customer make selections by building customer confidence; offering suggestions and opinions.
* Documents sale by creating or updating customer profile records.
* Processes payments by totaling purchases, processing checks, cash, and store or other credit cards.
* Keeps clientele informed by notifying them of preferred customer sales and future merchandise of potential interest.
* Contributes to team effort by accomplishing related results as needed.

1. **Choithrams Supermarket Ajman U.A.E** (from September 1998 - August 2001)

**Storekeeper**

* Receiving and inspecting all incoming materials and reconciling with purchase orders; processing and distributing documentation with purchase orders; reports, documents and tracking damages and discrepancies on orders received
* Filling supply requisitions and assisting buyer to order adequate merchandise
* Damaged items back to vendors as appropriate
* Receives and stores documents and confidential files; maintains record of approved documents and confidential file destruction
* Maintaining the back store and records area in a neat and orderly manner
* Knowledge and experience of related computer applications

TRAINING - SEMINAR

* Sales basics & Fundamentals
* Negotiation Skills
* Training on merchandising principles
* Communication skills
* Time Management
* Basic Food Hygiene Training

**PERSONAL PROFILE**

|  |  |
| --- | --- |
| **Date Of Birth**  **Marital Status**  **Nationality** | **18 May 1979**  **Single**  **Indian** |

**LANGUAGES KNOWN**

English, Spanish, Hindi and Sindhi

**declaration**

The entire above mentioned is true to the best of my knowledge and understanding.