DILIP

UNITED ARAB EMIRATES, ABUDHABI

[Dilip.246638@2freemail.com](mailto:Dilip.246638@2freemail.com)

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| CAREER SUMMARY  Goal oriented, energetic and highly motivated sales Professional with excellent sales and business development skills.17 years of work experience in Customer Relationship, Indoor and Outdoor Sales, Marketing & Visual Merchandising. Experience of managing sales and business development for the organization. Ability to meet target, generates business, perform post sales activity as well as reduce costs. Work in competitive environment and identify new business opportunities in the market. Holder of Valid UAE drivers license |  |

EDUCATION

BACHELORS DEGREE IN ECONOMICS FROM MAHATMA GANDHI UNIVERSITY, INDIA -1999

PROFESSIONAL EXPERIENCE

OCTOBER 2013 – september 2017 - SALES EXECUTIVE JUMBO ELECTRONICS UNITED ARAB EMIRATES ABUDHABI

* Promote sales and services to customers.
* Develop and implement sales and service tools.
* Promote products to sell in big chain stores.
* Plan and schedule visits to point of sales to promote products and services.
* Assist sales and service manager in preparing and verifying invoices, products and merchandise.
* Recommended merchandise to customers based on their needs and preferences.
* Prospected and conducted face-to-face sales calls with business executives and directors throughout assigned territory.
* Negotiated prices, terms of sales and service agreements.
* Identified prospective customers by using business directories and following leads from existing clients.
* Wrote sales contracts for orders obtained and submitted orders for processing.
* Created strategic brand building events to expand the current product portfolio.
* Attended monthly sales meetings and quarterly sales trainings.

AUGUST 2010-JULY 2013 SENIOR SALES OFFICER EROS GROUP   DUBAI

* Helps to steer customers to Samsung brand away from competitive brands Generates sales and achieves sales targets assigned
* Supervise housekeeping, maintains POPs, Window display other advertising materials​
* Regularly checks on products stock and requests through purchase department of the stores indent for new stocks
* Co-ordinates with the Sales Officer/Sales Executive with regards to sales, accounts, and routine administration relative to the counter feedback on sales
* Provides monthly sales report for calculation of incentives as per companies incentive scheme.

APRIL 2008 – JULY 2010 TEAM LEADER UNITED CONSULTANTS KOZHIKODE

INDIA

* Building and developing sales Team.
* Managing the team of salesmen to achieve target.
* Assure that the team members have the necessary education and training to effectively participate on the team.
* Encourage creativity, risk taking and constant improvement.
* Addressed all personnel issues promptly and professionally.

JUNE 2004 – MARCH 2008 CUSTOMER RELATION EXECUTIVE HDFC BANK KOZHIKODE INDIA

* Contact companies or people to ask if they need a loan
* Meet with loan applicants to gather personal information and answer questions
* Explain different types of loans and the terms of each one to applicants
* Obtain and verify financial information, such as the applicant’s credit rating and income level
* Analyze and evaluate the applicant’s finances to decide if the applicant should get the loan
* Approve loan applications or refer them to management for a decision.

JULY 2000-MAY 2004 SUPERVISOR KYNADY ENTERPRISES KOZHIKODE INDIA

* Maintain staff by recruiting, selecting, orienting, and training employees; developing personal growth opportunities.
* Accomplish staff job results by coaching, counseling, and disciplining employees; planning, monitoring, and appraising job results; conducting training; implementing enforcing systems, policies, and procedures.
* Maintain safe and healthy work environment by establishing and enforcing organization standard adhering to legal regulations.
* Resolving operations problems; maintaining reference manuals; implementing new procedures.
* Provide quality service by enforcing quality and customer service standards.
* Contribute team effort by accomplishing related results as needed.

COMPUTER SKILLS

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|  | * Proficiency in Windows operating systems XP,Vista & Windows 7.8 * Trained in Ms-Office applications. * Excellent English typing speed & word-processing skills. |
| PERSONAL DETAILS | |
| |  |  | | --- | --- | | DATE OF BIRTH | :  11 Sep 1977 | | LANGUAGES KNOWN | :  ENGLISH , HINDI , URDU , MALAYALAM , ARABIC (Mediate)  : | | VISA STATUS | :  Residence Visa Valid With Jumbo Electronics | | NATIONALITY  DRIVING LICENSE | :  Indian  :Holder Of Valid UAE Drivers License | | |

DECLARATIONS: I do here by declare that the above-mentioned details are true to my knowledge and belief.

DILIP