**First Name of Application CV No 1646568**

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Date of Birth: 29 AUG 1993

Nationality: Uzbekistan

Marital status: Single

Gender: Male

**PROFILE**

A hardworking, pro-active sales specialist with an upbeat and positive attitude in Sales industry, who is looking for a suitable position with an exciting and ambitious company that offers genuine room for progression. Possessing a track record of achievements and a proven ability to manage the vendor/ supplier base to reduce lead-time and cost wherever possible. Results driven and able to use initiative to develop effective solutions to supply chain problems, whilst having an active and dynamic approach to work and getting things done efficiently.

**PROFESSIONAL SKILLS**

Experienced 1st class seller (5 years of working in United Kingdom, Russian Federation and Turkey)

Advanced PC user (MS Office, CRM (ERP) systems, Billing machines)

Multilingual (English, Russian, Turkish, Persian, Azeri)

Understanding Fashion as well as Luxury trends

**PERSONAL ATTRIBUTES**

Confidentiality Achieving Sales Goals asdasdasdasd asd

Punctuation Negotiation

Excellent Communication Self-Confidence

Presentation Leadership

**CAREER HIGHLIGHTS**

**Sales Executive** | Aug 2013 – Jan 2016 **Massimo Dutti – London, United Kingdom**

Responsible for sales of fashion goods

Responsible for meeting store revenue targets

Listening to customer needs and presenting appropriately to make a sale

Maintaining and developing relationships with existing customers

Negotiation on price, costs, delivery and specifications with buyers and managers

Assisting customers with enquiries as well as handling customer complaints and solving accordingly

Advising on forthcoming fashion developments and discussing special promotions

Checking the quantities of goods on display and in stock

Being involved in the procurement of fashion trends for the upcoming season

**Sales Representative**  | Jun 2011 – Jun 2013 **Nike Sportswear – Moscow, Russia**

Responsible sales representative for demonstrating sport goods to existing/potential customers as well as assisting them in selecting those best suited to their needs

Promoting store cards and special offers

Providing customers with information on pricing and product availability

Handling customer complaints as well as solving appropriately

Upsell and cross-selling in order to boost profits for the company

Researching sources for developing prospective customers and their potential

Meeting sales targets

Initiate and closing deals

**Sales Associate**  | May 2010 – April 2011 **Marco Polo Menswear – Antalya, Turkey**

Greeting, assisting and selling products to customers

Giving an information about the features, quality and availability of different products

Demonstrating outstanding performance both working individually and within a team

Identifying customer needs and acting accordingly

Merchandising and replenishing stock as directed

Handling the payment for purchases

Continually developing an understanding of the company’s products and ethnical initiatives

**EDUCATION**

June 2013 – July 2015 **London School of Business and Finance.** Higher National Diploma in

London, United Kingdom Business Management.

September 2008 – May 2011 **Academic lyceum under Samarkand State University**. High School

Samarkand, Uzbekistan Diploma in Foreign languages.

**CERTIFICATES**

First Aid at work and in public places. Pearson.

International English Language Testing System (IELTS) – having achieved overall 7.0.