**BHARAT**

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# SUMMARY

Twelve years of experience in sales professional effectively multi-tasks and balances customer needs with company demands.

I am a committed individual who is highly organized and efficient.

Sales Executive with excels at uncovering customer needs, finding solutions, target oriented and handling objections. Effectively helps to grow brand awareness through market strategies and new market development.

# HIGHLIGHTS

* Strong interpersonal skills with exceptional convincing power.
* Ability to sell products and services to clients with dealing competitive issues.
* Ability to maintain pleasant personality even in a high-stress environment.
* Self-sufficient, approachable, Friendly and cheerful.
* Extensive background in Retail stores.
* Exceptional time management and organizational skills.
* Working with Diverse Populations.
* Able to prioritize and getting work done.
* Accurate, detail-oriented & organized and display setting in the stores

# ACCOMPLISHMENT

* Awarded “Best Sales representative” in GITEX year 2011.
* Twice awarded as a “Best Employee of the month” in INOX.
* Identified and acquired high-value new clients for the company.
* Managed all supervisory duties on Store Manager Absence.

# Professional Work Experience

**ADAMCO GENERAL TRADING LLC (SALES EXECUTIVE) Oct 2015-Present**

* Designing, developing and implementing promotional sales program to attract retail and potential customers of U.A.E.
* Trading in IT and Mobiles for Export.
* Handling UAE channel Market for our Mobility and computer accessories.
* Generate new clients with best service and price.
* Provide proper training on products.
* Developed attractive offer to attract clients.
* Visiting potential customers for new business lead generation.
* Check that the products sold are well displayed.
* Managing deliveries.
* Deal with any inquires and complaints.
* Collaborated with colleagues to exchange selling strategies and marketing information.
* Responded to all customer inquiries in a timely manner.
* To create successful, on-going business relationships, Scheduled and attended at least 10 to 15appointments per week.
* Planned & organized routes to maximize efficiency & time in the field.

**AL OTAIBA Communication LLC (SALES EXECUTIVE) July-2011- Aug 2015**

* Responsible for “Sell out”& assist in “Sell in” of the product in SHARAF DG & Jacky’s.
* Providing product training to the sales staff (Sharaf DG & Jacky’s).
* Managing 25 number of merchandiser for major retail stores.
* Planning product ranges and preparing sales and stock plans in conjunction with buyers.
* Working closely with visual display staff and department heads to decide how goods should be
* displayed to maximize customer interest and sales;
* Producing layout plans for stores.
* Monitoring slow sellers, and taking action to reduce prices or set promotions as necessary.
* Gathering information on customers’ reactions.
* Products, analyzing previous season's sales and reporting on the current season's lines, difficulties and dealing with any problems or delays as they arise.
* Answered customers' questions regarding products, prices and availability.
* Attended trade shows (Dubai & Abu Dhabi GITEX, Ramadan Night Market).

**Safari Gems Co. L.L.C (SALES REPRESENTATIVE) Nov 2007- Mar 2011**

* Joined **Safari Gems** on Nov’2007 as a sales representative for selling GOLD & Diamond Jewelry.
* Receiving and processing cash and credit payments for in-store purchases.
* Placing special merchandise orders for customers.
* Opening and closing the store, including counting cash.
* Maintain cash register on daily basis.
* Shared product knowledge with customers while making relationship.
* Demonstrated that customers come first by serving them with a sense of urgency.
* Worked as a team member to provide the highest level of service to customers.

**INOX Leisure Ltd(Sr. Executive Officer – Operations) Sep 2004- Dec 2006**

* Creating Standard operational process.
* Trained at least 50 to 80 new employees for Ticketing and Telesales Department in four different locations.
* Supervising the function of employee & operation on daily basis.
* Setting of targets & achieving them on a monthly basis.
* Preparing movie schedule by coordinating with programming head.
* Pre-opened 3 properties in different cites (Mumbai, Indoor & Jaipur).
* Set telesales and home delivers system in Bangalore.
* Cash Counting, opening and closing cash registers and creating staff assignments.
* Managed team of 50 professionals.

# Academic Qualification

* B.com from Mumbai University in the year 2004 – Mumbai (India).
* Intermediate from RIZVI College in the year 2000 – Mumbai (India).
* SSC from Guru Nanak High School in the year 1995 – Mumbai (India).

# Skills / Courses

* Knowledge of UAE sales market, products, services and technology.
* Customer relationship management experience
* Good organization skill, communication and negotiation skills – to interact external and with internal customers.
* Valid UAE driving License.