**Shokhrukh** [**Shokhrukh.328269@2freemail.com**](mailto:Shokhrukh.328269@2freemail.com)



**AREAS OF EXPERTISE**

* Sales support
* Branding & Marketing
* Customer relations
* Event organization
* Supply chain
* Administration
* Cold calling
* Accounting
* Finance

**PERSONAL SUMMARY**

Dynamic Sales Person with more than 3 years of progressive experience in Sales, working mainly with leading Multinational Companies in UAE and Uzbekistan.

Having an enthusiastic and positive attitude and ensure that customers receive an excellent level of service whilst at the same time ensuring the highest level of sales and revenue for the company.

**OBJECTIVE:**Seeking a position as a Salesperson at the Core Services utilizing skills in marketing and sales to exceed the company’s sales goals effectively.

**KEY QUALIFICATIONS**

* Highly skilled in maintaining a strong customer focused culture while driving sales keeping up with the competitive market.
* In depth knowledge of building relationships with customers focused on maximizing sales
* Extensive knowledge of call logging software.
* Professional Customer Service
* Management & Coordinating Skills

**ACHIEVEMENTS IN SALES**

* Accredited following achievements in meeting sales goals in an otherwise dead marketing year.
* Achieved success in achieving company sales goals with best marketing and sales efforts

**EDUCATION**

Bachelor Degree International Business Economics - Tashkent, Uzbekistan. Graduate in year 2012.

**ADDITIONAL STRENGTHS**

* Exceptional ability to communicate verbally and in writing
* Able to work in a team fostered and diverse environment
* Excellent organizational skills
* Good knowledge of basic mathematical calculations

**PROFESSIONAL EXPERIENCE**

**OFFICE SKILLS**

* Advance in Computer Design
* Advance in MS Office
* Advance in administration & communication Skills
* Advance in Coordinating

**LANGUAGES**

* English – Good
* Russian – Native
* Uzbek – Native
* Kazakh– Intermediate

**PERSONAL SKILLS**

* Attention to details
* Tactful & articulate
* Problem solving
* Excellent Organizational skills
* Multitasking
* Team player

**CAREER STATEMENT**

“I feel that my greatest strengths are my ability to develop and maintain a close working relationship with customers. This allows me to gain in-depth understanding of each individual needs and requirements. I can then deliver a professional response to them.”

**Sales Executive at “Ferrari”** Dubai,UAE

April 2013 – August 2014

* Selling the product quickly and efficiently
* Report on the sale of the product
* Prepare comparisons with competitive products and analyzed how to improved sales and apply marketing skills.
* Meet the target set by the companyand Provide good after sales service
* Handle customer complaints, as they help in improving the overall product
* Researching and survey customer satisfaction
* Give ideas regarding offers to boost sales
* Maintain accurate records for sales which help in deriving the right figures
* Ensuring the company store presents itself to a high standard of customer service.
* Re-directing phone calls to the appropriate person.
* Provide assistance and support to the Supply Chain as and when required.
* Contributed to and participated in team meetings and activities.
* Welcome and assist visitors and maintained good Customer & Guest Relations
* Maintained Logged enquiries and resolutions on a database.
* Offered customers alternatives and up-selling.

**Sales Executive “POLO”** Tashkent, Uzbekistan

Senior Sales AssistantSeptember 2014 – October 2016

**Men Boutique -**

Direct Responsible oncontributing overall performance of the store by driving sales at every opportunity whilst at the same time making sure every customer receives exceptional levels of service and enjoys their visit to the store.

* Attend to all customers at the sales counter.
* Offering face to face advice to customers on the stores products.
* Capitalized on store revenue by suggesting upgrades, insurance and add-ons to customers.
* Processing returns and refunds as required in line with companyprocedures.
* Occasionally being responsible for the stores security including being its key holder.
* Using the stock management system to log, check, locate and movestock both in and out of the store.
* Responsible on daily Management on and during absence of Senior Members.
* Ensure, maintain and adhere to Company’s Policy, Health and Safety requirements.
* Ensuring that any item which was removed from display column is replaced immediately after a sale.
* Handling customer complaints and maintain good customer relations.
* Managing cash and payment systems in accordance with companyprocedures and policies.