 SHABEER

SHABEER.333986@2freemail.com

**OBJECTIVES:**

To work in a responsible and challenging position of a professional organization where I can utilize my skills, knowledge and my entire personality for the betterment of the organizational and implement better ways and means to achieve the organization goal and objectives.

**POSITION DESIRED:**

Sales executive, sales marketing, van sales

**CAPABILITIES**

* Quick at learning new concepts and technologies and putting them to use.
* Excellent Leadership qualities.
* Displaying initiative and independence and can work on own or as a part of a team.
* A Self confident, ambitious & energetic individual, who is consistent,
* Able to work On Deadlines, Extremely Systematic

**EMPLOYMENT BACKGROUND**

**VSION&FASHION DAFZA Dubai:**

 **since:2014 February-2016 may** Designation**; sales executive**

**Luxury& premium brands distribute all over uae**

Lamborghini ,Baldinini, Bentley etc…

* Explaining to customers the exact way a product or service will be of benefit to them.
* Building Growing sales through existing clients.
* Asking customers what their budget and price range is.
* Negotiating prices and services with customers.
* Identifying the Unique Selling Point of the product or service that you are selling.
* Presenting solutions to key decision makers within targeted accounts.
* Thoroughly researching any customer before you meet up with them.
* Collecting feedback from customers about the product they have bought.
* Making phone calls to customers.

**AL JABER OPTICAL L.L.C-(Dubai)**  Since: April 2011 – December 2013

Designation: Assistant Manger retail store

Job profile:

Explain new product &new style to customer,

solve customer issues- with customer satisfaction and company good will.

merchandising ,division base

 teach the new staff about product and customer service

Handling petty cash &daily sale .reporting daily sales report from HEAD OFFICE

Selling luxury &premium brands (Cartier, Fred, Mont blanc, Bvlgari,DolceGabbana etc…)

**AL JAZEERA OPTICAL L.L.C** Since: January 2008 – February 2011

(Abu Dhabi U.A.E)

Designation: Sales & Technician

**THE MIDDLE EAST INTERNATIONAL TRADING L.L.C.** Since: September 2005 – December 2007

(Abu Dhabi U.A.E)

Designation: sales& Marketing (**Abu Dhabi Market**)

Job Profile:

Outlet in-charge, Co-coordinating with distributes. Sales and Accounts, handling customer’s issues Monitoring sales team, daily visits to all outlets U.A.E Procurement & Purchasing of materials Business Development.

**TECHNICAL EXPERIENCE:**

Driving license (U.A.E)

Diploma in optical technician

**EDUCATION:**

Secondary School Leaving Certificate - Kerala, India

Higher Secondary School certificate- Kerala, India

Diploma in computer applications

Diploma optical technician

**SOFTWARE EXPOSURE:**

Orion retail (retail software)

Programmer adding & software installations

MS Office, internet surfing

Auto Cad (2d drawing)

Tally (ERP 9)

**LANGUAGES KNOWN:**

To Speak: English, Arabic, Hindi, and Malayalam

To Read and Write: English, Arabic and Malayalam

**PERSONAL DETAILS:**

Date of birth : 05-01-1985

Nationality : Indian

Visa Status : visit visa

**DECLARATION**

 I sincerely state that the above mentioned facts are true to my knowledge and belief.