IRFAN

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**Career Objectives:**

To secure Job in Sales Division and Contribution towards planning Sales tasks and achieving targets. To gain experience of working in sales management and learning the common sales practices from the seniors.

**Key Skills :**

* Good product knowledge in Electrical, Hardware, Sanitary and Building Materials.
* Effective product presenter to the customer.
* Good market contacts and knowledge in terms of traders, Construction Firms, vendors etc.
* Familiar with the roads of all the region of UAE.
* Complete project sales solution with BOQ Quotation, Products specs sheet, consultant approvals and compliance statement, technical submittal etc.

**Education Qualification:**

* Completed 12th STD from Sharjah Nims(CBSE).
* Currently Pursuing BBA (3rdYear).

**Work Experience :**

Position : Sales Executive (Outdoor)

Company : MHM Green systems DMCC

Location : Dubai

Period of work : May ’15 – Present.

Responsibilities:

* Marketing, promoting and selling all kinds of Electrical items. Such as : Wires & Cables, Conduits and accessories, Conventional and LED lights, switch & sockets, Low voltage products like MCB, MCCB, Isolators, Enclosures, voltage optimizer etc.
* Dealing in famous brands like :Ducab, Tekab, Oman, Riyadh, NCI, Belden, Decoduct, Clipsal, MK, ABB, Al fanar, Electra, RR, GE, Philips, Osram, Neptun, Decentek, Candelec, Powerstar, Appleton, Thorn Etc.
* Target Market: Projects, Construction and Electromechanical companies, Hotels, Communities and vendors all over UAE.
* Planning and preparing schedule at the beginning of the day to maximize the productivity.
* Creating new leads and cold calling on regular basis.
* Follow up with the interested clients either by visiting or phone.
* Understanding the clients requirement and providing them with proper solution within the items available
* Understanding BOQ’s and accordingly projecting and providing quotation with all necessary support documents Such as: Products specs sheet, technical submittal and compliance statement.
* Working on projects regular basis.

Position : Sales Executive (Outdoor)

Company : Al Moosa Group.

Location : Dubai.

Period of work : April ’14 –April ’15.

Responsibilities:

* Marketing, Promoting and selling all kinds of Automatic doors like Rollup Doors, Sectional Overhead doors, Swing/sliding operators, Bollards, Gate barriers and Fire rated doors.
* Dealt in Famous brands like Lift master,C.H.I, Gliderol, CASIT, FAAC, GENIUS, BENINCA and CAME.
* Construction companies, Communities, vendors, projects and Good contacts of end users are the main target markets all over UAE.
* Planning schedule at the beginning of the day to maximize productivity at the end of the day.
* Understanding customer’s requirement and preparing quotation accordingly.
* Helping customers with every details of the product and providingthem with E-catalogues and other guiding tools.
* Preparing agreement and Collecting Advance/completion payment from the customers.
* Takingappointment/visiting new clients/projects on daily basis.
* Follow up with the existing customers on everyday basis.
* Providing top management with Daily work reports.
* Successfully achieving Sales target’s since an impressive one year time frame.

Position : Sales Executive (Outdoor)

Company :Safety way Electrical trading L.L.C.

Location : Sharjah.

Period of work : April ’12 – April ’14.

Responsibilities:

* Took challenge to enter in the market of building materials specialized in electrical, hardware and sanitary ware as a fresher.
* Successfully completed a time frame of an impressive 2 years.
* Target market where Construction Companies, Electromechanical, Switchgearmanufacturers,traders and projects all over UAE.
* Creating new leads and cold calling.
* Was focused and successful in selling all kinds of electrical products like Wires and cables, Conduits and accessories, traditional and LED lights, switch &sockets, Low voltage products like MCB, MCCB, Isolators, DB’setc.
* Dealt in famous brands such as: Ducab, Oman, Decoduct, ABB, Hager, Al fanar, Thorn, GE, EGA Etc.
* Effectively Presenting products to the consumers to generate a value of one stop solution for complete Electrical, Hardware and Sanitary Product.
* Understanding BOQ’s andaccordinglyprojecting and providing quotation with all necessary support documents Such as: Products specs sheet, technical submittal and compliance statement.

**Personal Details:**

Date of birth: 9thApril 1993.

Gender: Male.

Nationality: Indian.

Language: English andHindi (fluent).

Visa: Employment.

Driving license: Valid UAE driver’s license.

**Professional flexibility:**

* Ready to travel as may be asked by the firm.

**Reference:**

Will be provided on request.