**FAHIDH**

**MBA IN HR &FINANCE**

**FAHIDH.371670@2freemail.com**

* Experience in Sales and Accounts (UAE)
* Hold UAE Driving License (Manual)
* Expert user of MS Office and Tally

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***PERSONAL INFORMATION***

*Date of birth : 25-08-1989*

*Age : 27 Years*

*Sex : Male*

*Status : married*

*Nationality : Indian*

*Driving License : UAE Driving License (Manual, Light vehicle)*

***LANGUAGES KNOWN***

*English, Hindi and Malayalam*

***PERSONAL STRENGHTS***

* *Excellent communication*
* *Leadership skill*
* *Enthusiastic& energetic*
* *Hardworking & ambitious*

**CAREER OBJECTIVE**

To engage in a career that will allow for progress in terms of skills, socio-economic development, and innovation through exposure to new ideas for personal and professional growth, as well as growth of the company.

**EXEPERINCE**

 **Sales Executive**

**AL ZAHRAWI MEDICAL EQUIP & DRUG STORE, AJMAN (2014 - 2016)**

[Related: Medical disposables, Medicines and cosmetics]

**Duties:**

* Marketing various medical injections, disposables as well as cosmetics to health care industries such as Pharmacies, Clinics and Hospitals in Sharjah and Ajman.
* Responsibilities are included promotion through personal selling and sales promotion
* Analyzing sales figure & forecasting future sales volume to maximize the sales.
* Maintaining close relationships with clients to ensure customer loyalty, retention and customer delight.
* Visiting potential customers to demonstrate about the products and gain new markets.
* Contacting clients by phone to negotiate terms of an agreement and conclude sales.
* Reviewing on sales performance daily basis.
* Maintaining accurate records of all sales and prospective customers.
* Conducting productive sales calls, presentation and follow-up activities.
* Follow-up on outstanding debts collections.
* Maintaining detailed record of individual customers' buying habits and preferences.
* Developing new accounts and generating growth and profitability by adapting to changing circumstances with innovative sales strategies

**EDUCATIONAL QUALIFICATION**

* **Master of Business Administration (2012- 2014)**

Bharathiar University, India.

* **Bachelor of Commerce**

University of Calicut, India

* **Higher Secondary Education** in Commerce

 From Board of Higher secondary examination Kerala, India

**IT SKILLS**

* *Tally & Peachtree*
* *OPERATING SYSTEMS: MS-Windows*
* *MS OFFICE*(Word, Excel, outlook… etc)
* *Using of internet, E-mail ….etc)*
* *Good Typing Speed in English*

**DECLARATION**

I hereby declare that the above facts and information provided are true and are to the best of my knowledge and belief.

 **FAHIDH**