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| Aaqib Aaqib.373376@2freemail.com  |   |  |

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| **Sr. Sales Associate** |

Retail Sales Associate with over 6 years of experience in Retail Sales & Customer Service. Having strong professional communication skills*,* the ability to listen carefully to client requirements and being able to quickly build outstanding customer relationships, I would be a valuable addition to any ambitious company. Currently, I want to join a rapidly growing dynamic company that has plans for ambitious growth.

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| **Areas of Expertise** |

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| * Retail Sales
* Team building
* English/Urdu
 | * Customer Service
* Microsoft Office
* Relationship Building
 | * Cashiering
* Customer Service
* Client Handling
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| Professional Background |

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| **Marina Home Interiors, Muscat,****Sultanate of Oman****Retail Sr.Sales Associate** from July 2015 –July 2017 |  |

**My Responsibilities:**

* Always ensure that quality standard is administered in the delivering of services when attending to customers.
* Engage customers in order to provide to them what they need in terms of product and quality services by demonstrating technical selling skills and product knowledge.
* Perform daily department tasks including stocking, creating merchandise displays, remerchandising, pricing markdowns, transferring merchandise, inventory control, and processing transactions.
* Assisting in set up of store displays and inspecting merchandise for quality.
* Constantly follow up the showroom assistants to ensure that the whole showroom and displayed items for sale is always neat and clean.
* Furniture replenishment In-Charge- Ensure proper replenishments whilst assisting and supervising the replenishment team.
* Preparation of Daily Stock Movement Report (DSMR). Co-coordinating with Inventory department for In-Store inventory prevention and loss control. Identifying the discrepancies and variances so to maintain the proper stocks.

**Key accomplishments:**

* Used selling skills to identify opportunities, overcame objections, built relationships and turned inquiries into sales.
* Best seller of **for the year 2016-2017** in the Oman.
* Consistently met performance benchmarks in all areas (speed, accuracy, volume).

**Marina Home Interiors, Dubai,**

**United Arab Emirate**

**Retail Sales Associate from** June 2013 –July 2015

**Numero UNO clothing LTD.**

**Apparel & Fashion,**

**Srinagar, India,**

**Sales Representative** Feb 2011-March 2013

 **Brief Job Description:**

* Maintained visually appealing and effective displays for the entire showroom.
* Actively greeting customers and using communication skills to help maximize store revenue.
* Communicate merchandise needs and issues to appropriate supervisors in a timely manner.
* Replenished floor stock and processed shipments to ensure product availability for customers.
* Built customer confidence by actively listening to their concerns and giving appropriate feedback.
* Kept current on market and product trends to effectively answer customer questions.
* Discuss and recommend products to customers to promote sales.

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| Educational Background |
| **Bachelor of Commerce**Majors: Business and Management |  | **University of Kashmir**Jammu & Kashmir, India | Completed in 2013 |
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| Hobbies and Activities |

**Hobbies:** I like surfing the internet and social media like Instagram, WhatsApp, Facebook & above all I like to play Cricket when I am free.

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| Personal Information |

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| **Date of Birth:** | June 6, 1991 |
| **Nationality:** | Indian |
| **Marital Status:****Visit Visa Valid Till:** | Single10-12-2017 |

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| References |

Available on request.