**ASIF**

Senior Sales Executive



**PERSONAL INFO**

**Nationality**: Indian

**Marital Status:** Married **UAE D/L:** Valid

**DOB**: 29-APR-1987

**WORK EXPERIENCE** **8 Years**



**Senior Sales Executive** **March 2018- Present**

At Business bay, Dubai Responsible for selling all types of electronic consumables. Representing the company in various exhibitions and trade fairs. Researching the market on a regular basis for related products. Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc. Helps to achieve revenue growth and profit.

Overall execution and Controlling of online sales also (Noon.com

Amazon, etc. Detailed sales forecasting.

**Sales Executive** **January 2014- Dec 2017**

In Dubai

Selling of Electronic Gadgets, Mobile phones, Mobile Accessories, fulfilment center, security cameras, lightings, Mini pcs etc.

Deals with export of products, price negotiations analyzing stock details and take appropriate actions. Maintained and exceeded all selling requirements including sending QTN accepting PO's on time and all QN’s processed on time

**Business Development Executive** **Oct 2011- Dec 2013**

In Dubai

Sales of Mobile phones, computers and accessories from local market. Coordinate with imports team. Research and identify new marketing opportunities. Maintain fruitful relationships with clients and address their needs effectively. Work with senior team members to identify and manage risks.



**PROFILE**



To work in a position where I will increase gains in profit performance, revenue growth and market share by using my expertise and skills in business management and entrepreneurial drive. Well knowledge of UAE Market conditions especially Dubai market is my key strength.



**SKILLS**

Vendor Mgt

Forecasting

Direct/

Online Sales

MS Office

Negotiation



**AWARDS/INTERSETS**

* Best performer award from E trends general trading LLC.
* Football - School/College Team Current affairs& Travelling.



**LANGUAGES**



English



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| --- | --- | --- |
| **EDUCATION** | Malayalam |  |
| **2008-2011 Bachelor of Commerce** | Hindi |  |
| Calicut University, Kerala-India | Arabic |  |
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**CONTACTS**

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