Dinesh

Responsible for representing the company’s brand and maintaining long term relationships with existing accounts in competitive market place.

Managing 28 outlets of Lulu Hypermarket & 20 outlets of KM Trading in UAE. Meeting weekly with buyers to promote products and to get new orders.

Meeting Central Buyers to discuss sales strategies for in store promotions.

* Work with other functions to ensure clients are provided with a consistently high level of customer service and satisfaction Reviewing display of the products is visually appealing to drive sell through and maximize the business on weekly visits. Coordinating with warehouse to arrange delivery to customers

Monitoring sales targets of merchandisers and providing guidance to them to achieve assigned targets

Designing officers for the products to suit the upcoming events and promotions in the outlets.

 With UAE Driving license

PROFESSIONAL SUMMARY

An effective communicator possessing excellent presentation & soft skills with honed marketing management, logical and problem-solving abilities. Recognized for successfully meet targets, proﬁciently formulating and implementing

budgets, building high-performing teams and nurturing fruitful relationships with customers.

EMPLOYMENT HISTORY

**Key Account Sales Executive, Nova One General Trading LLC, Dubai. Dubai**

Jan. 2016 – Aug. 2019

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**VFS Officer, VFS GLOBAL – Dubai. Dubai, Dubai**

Sep. 2013 – Oct. 2015

Documenting scrutiny and collection of applications for visa processing Handling customer/applicant queries personally or via email, telephone.

Handling cash and bank related transactions if assigned and ensure 100% accuracy

Recording & maintaining all application data. Ensuring accurate & timely data entry into the system with zero errors. Ensuring all administration and logistics of passport delivery to consulate/ applicant / logistic company etc.

Maintaining compliance to the standard operating procedures, manuals etc. without deviation in process

Assisting Deputy Manager/Operations Manager.

**Sales Executive, Quality Gulf Computers L.L.C – Dubai. Dubai, Dubai**

Apr. 2012 – Jun. 2013

Listening to customer requirements and presenting appropriately to make a sale

Maintaining and developing relationships with existing customers in person and via telephone calls and emails Responding to incoming email and phone enquiries

Representing company at trade exhibitions, events and demonstrations Checking the quantities of goods on display and in stock

Reviewing own sales performance, aiming to meet or exceed targets

Managing customer interactions by resolving issues and administering communication Preparing weekly and monthly sales reports as requested by senior management

EDUCATION

**City of London College, DUBAI**

BBA, Bachelor of Business Administration, Dec. 2015

(Degree Incomplete- First Year Studies Completed)

SKILLS

**Strong Presentation Skills**

**Sales Planning**

**Client Relationships**

**Conﬁdent and Authoritative Speaker**

**Negotiation & Prospecting Skills**

**Results Orientated**

Personal Contact : dinesh-396845@2freemail.com

Reference : Mr. Anup P Bhatia, HR Consultant, Gulfjobseeker.com 0504753686