**IRSHAD**

**Email:** [**irshad.387454@2freemail.com**](mailto:irshad.387454@2freemail.com)

### PERSONAL PROFILE

Masters of Business Administration degree holder in Sales, Marketing and Human Resources from Kuvempu University Bangalore India Campus. Looking forward to be a part of an organization where the knowledge sharing and growth are key points. Willing to make best use of skills and attitude to make effective use of professional competence by working in highly competitive and challenging business environment Convincing communication & presentation skills. Actively seeking a career as a Sales & Marketing Executive, Manager. Always looking for new challenges and problem solving techniques.

### PROFESSIONAL EXPERIENCE

October 2017 - Present

## SALES EXECUTIVE, DUBAI DUTY FREE

### Emitak Distribution Dubai, UAE

**My Duties and responsibilities**

Responsible and assigned for Concourse ‘’C” Sales, Merchandising and Stock ordering for Whole location and electronic shops with dedicated team.

* Ensure high levels of customer satisfaction through excellent sales service
* Maintain outstanding store condition and visual merchandising standards
* Maintain a fully stocked store
* Ascertain customers’ needs and wants
* Recommend and display items that match customer needs
* Welcome and greet customers
* Manage point-of-sale processes
* Actively involved in the receiving of new shipments
* Accurately describe product features and benefits
* Follow all companies policies and procedures

### October 2016 - 2017

**SALES EXECUTIVE**

**Emitak Distribution Dubai, UAE**

**My Duties and responsibilities**

Responsible for developing a portfolio of accounts through new business

Development. Also in charge of looking for bring opportunities and for managing the full negotiation and close process with clients from start through to finish.

* + Dealing with customer enquiries face to face, over the phone or via email.
  + Developing & maintaining successful business relationships with all prospects.
  + Managing the sales process for new prospects, from initial contact through to closure.
  + Identifying what customers want.
  + Developing a full understanding of the business market-place.
  + Follow up with sales teams and marketing strategies.
  + Market analyses, Survey about competitors, Brands
  + Responsible for new sales accounts
  + Planning and organising sales and marketing promotion.

**July 2014 - July 2016**

**BUSINESS DEVELOPMENT EXECUTIVE**

### Gadgitech Me, Dubai UAE

**My Duties and responsibilities**

* + Develop a growth strategy focused both on financial gain and customer satisfaction
  + Conduct research to identify new markets and customer needs
  + Arrange business meetings with prospective clients
  + Promote the company’s products/services addressing or predicting clients’ objectives
  + Prepare sales contracts ensuring adherence to law-established rules and guidelines
  + Keep records of sales, revenue, invoices etc.
  + Provide trustworthy feedback and after-sales support
  + Build long-term relationships with new and existing customers
  + Develop entry level staff into valuable salespeople

# Education and Qualification

## 2012 - 2013

**MBA Marketing Sales and HR**

### Kuvempu University

* + Marketing Management
  + Sales and distribution management
  + Human resource management
  + Industrial Marketing
  + International business, International Marketing
  + Business Law

## 2007 - 2011

**BA Economics**

### Kuvempu University

* + Macro and Micro Economics
  + Industrial Economics
  + Financial System
  + Agriculture