**RIZWAN**

| E-Mail: rizwan-396729@gulfjobseeker.com

**Retail Sales Consultant, Business Development & marketing with 8 Years of Experience**

**Areas of Expertise**: Business Generation, Sales & Marketing, Business Development, Lead Generation, ClientServicing, Sales Institutional, Sales, Corporate Sales, B2B Sales, B2C Sales

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Domain Exposure: Retail, Bank and Information Technology | Total Experience: 8

**PROFILE SUMMARY**

* Highly skilled Business Development Professional with over 4 years of experience in diverse areas of Management, Retail Sales and Customer Services, as well as dealing with the personal and professional development of the organization.
* Worked as Sales Associate in Landmark Group (Carpisa) since Jan 2016.
* Conduct weekly sales presentations with senior managers for each target customer. Target 5-6 new weekly sales presentations and target. (CARPISA)
* Understanding the product/activity/events sectors and develop empathy to how the industry works, networks and uses technology to deliver their events.
* Demonstrates a consistent and successful track record of managing customer relationships.
* Excellent knowledge of secondary research, capable of conducting research and gathering market intelligence.
* Demonstrate knowledge and maintain BD and performance metric KPIs to ensure these are being achieved.
* Ability to communicate effectively at all levels, from sales presentations to telephone conversations with clients.
* Positive attitude and having a passion and knowledge of the fashion industry.
* Self-starter can discover opportunities and lead efforts with an entrepreneurial spirit.
* Excellent skills and experience of Visual Merchandising Display and In-store Customer Communication.
* Expertise in functions like Corporate Sales, Operations, Merchandising, Customer Service, Business Development&Marketing, Revenue Generation and Promotional Offers.
* Ability to take responsibility for personal development by seeking training, on-the-job experiences and input from manager.

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**SKILLS**

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Sales and Marketing, Public Speaking, Negotiation, Point of sales system, Problem Solving, Communication, Time Management, Product Knowledge, Outbound Marketing, Decision Making, Research & Strategy, Customer Service.



**AWARDS, ACHIVEMENTS &RECOGNITIONS**

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* Played a major role In Goodluck Trading Company in promoting Taski Brand in (Maharashtra) India.
* Highest Number of sales closed for 2 Quarters continuously In ICICI prudential in 2012.



**WORK EXPERIENCE**

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|  **In Dubai** | **(CARPISA)** |  |
| **Sales Associate** | **Jan 2016 to Jan 2020** |  |
| **Key Responsibilities:** |  |  |

* Greet Customers, Offer assistance and serve them in order to ensure their needs are answered in timely manner and in compliance with quality and customer service.
* Assist customers in their purchase decisions by helping them select relevant and appropriate products, offering proper advice and suggesting gift vouchers when applicable.
* Arrange and replenish on a continuous basis the shop shelves and ensure that the shop floor and shelves are kept clean and

tidy at all times

* Watch for and prevent security risks and thefts and escalate occurring incidents to the hierarchy in a timely manner in order to avert loss.
* Arrange and display received merchandise under the direction of the Merchandiser/Store Manager; Change price tags of products during promotion periods or as needed
* Perform physical and electronic inventory of shop products on a regular basis as per Company guidelines in order to ensure accurate stock keeping.Maintaining all store operational work, Handling team in the absence of Store Manager.

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| **GOODLUCK TRADING COMPANY, Maharashtra** |  |  |
| **Business Development, Marketing & Department Manager** | **Mar 2013 to Oct 2015** |  |
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**Key Responsibilities:**

**Business Development & Marketing**

* Responsible for a mix of new business development and the ongoing account management of existing accounts
* Maximize customer satisfaction, grow revenue and achieve strategic objectives associated with expanding the business.
* Proactively exploring new sales leads and business development opportunities.
* Gathers feedback on a regular basis directly from guests and store associates through guest intercepts and observational research and provides an analysis of collected survey data.
* Update and improve the statistical price forecast models for all commodity to the top management.
* Responsible to make the most of the space available, Installing and dismantling displays, work within a budget and meet deadlines.
* Assess each sales opportunity, anticipate the competition, develop and execute a winning strategy
* Acts as a sales specialist sharing knowledge and best practice with the wider team

**Department Manager**

* Manages day to day customer interactions, key account management activities, including buyer communication, business analytics and forecasting.
* Achieved the stipulated sales targets, handled stocks & inventories and monitored & controlled expenses through efficient store operations.
* Ensure merchandise is always stacked properly for customers.
* Understand, anticipated and satisfy the needs of customer, to have an active presence at the point of sale, and was responsible for the correct handling of complaints and returns.

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| **ICICI Prudential Ltd., Maharashtra** |  |
| **Sr. Financial Services Consultant** | **Jan 2011 to Feb 2013** |

**Key Responsibilities:**

* Responsible to Contact all mapped clients through daily/weekly/monthly calls, regularly.
* Ensure work on direct databases for activation / reactivation / retention of HNI / Retail clients through direct & indirect clients.
* Handled and managed customers and team members.
* Created and executed sound financial plans for clients.
* Provided timely and sound financial advice to maximize client benefits.
* Acquired knowledge and developed skills on products and process through E-learning modules and participated in classroom training.

**EDUCATION**

**B. Com (Generals): Maharashtra| Swami Ramanand Teerth Marathwada University | 2009**

**IT Skills:** Microsoft Office (MS word, MS excel & MS PowerPoint), ERP and Tally. Knowledge of Click view, Orpos and Sankalp.

**PERSONAL DETAILS**

**Hobbies:**

**Date of Birth:**

**Visa status:**

**Languages Known:**

Browsing, Research, Playing Online Quiz, Swimming & Long Rides.

26 October,1984

Visit Visa

English, Arabic and Hindi