

Shahul Hameed.T.P

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To be an achiever who has active interaction with target oriented people in an environment that demands a high degree of dedication and dynamic skills.

PROFESSIONAL SYNOPSIS

- A dynamic professional with more than 9 years of qualitative experience in sales Operations, customer service.
- ***Presently working with ABCON INTERNATIONAL DRUG STORE as Sales Executive in Abu Dhabi & Al Ain.***
- Adept in sales planning, sales revenue enhancement, customer acquisition & service, customer relationships, time management, monitoring stock availability and general operation & management,
- An effective communicator with excellent relationship with customers.

PROFESSIONAL EXPERIENCE

ABCON INTERNATIONAL DRUG STORE, Dubai, UAE

Designation: Sales Executive

Oct 2016 to Till Date

My Responsibilities

- Responsible for marketing and sales at Hospitals, Chain Pharmacies and Street Pharmacies in Abu Dhabi & Al Ain.
- Follow the strategy of the company and utilize the inputs provided wisely.
- Formulating sales plan, collection, new customer acquisition.
- Ensured proper service for customer.
- Monitoring the Delivery.
- Focus on the bad debtors and clearing the payment within credit period.
- Keep self-updated regarding market dynamics and achieving the monthly target

AL TAMIMI DRUG STORE, SHARJAH, U.A.E.

Designation; sales executive

Nov 2014, to Sep 2016

Working as a Sales Representative in AL AIN,

- Handling the single and group Pharmacy.
- Formulating sales plan, collection, new acquisition.
- Ensured proper service for customer.
- Monitoring the delivery.
- Focus on the bad debtors and clearing the payment within credit period.

Gulf Drug Establishment, Dubai, U.A.E**Designation; sales executive****Jan 2009 to Aug 2012.**

- To keep an eye on market trends & competitive environments.
- To promote the products in all the outlets.
- To Support and manage the display of the products.
- Responsible for managing and organizing promotional events in different accounts with innovative concepts to attract more customers and enhance the sale of our products.
- To study and prepare market movement and provide pulse of other competitors in terms of comparative product performance.
- To monitor and give timely feedback to the Area Manager for stock reordering and timely delivery of related orders in the respective stores.

Gulf Drug Establishment, Dubai, U.A.E**Aug 2006 - Dec 2008****Worked as a Merchandiser in Carrefour & LULU ABUDHABI**

- Ensure that each customer receives outstanding service by providing a friendly environment, which includes greeting and acknowledging every customer, maintaining solid product knowledge and all other aspects of customer service.
- Maintain an awareness of all promotions and advertisements.
- Assist in floor moves, merchandising, display maintenance, and housekeeping
- Communicate customer requests to management.
- Assist in completing price changes within the department.
- Any other tasks as assigned from time to time by any manager.

EDUCATION**Higher Secondary**

Board of Public Examinations Kerala, India

S.S.L.C

Board of Public Examinations Kerala, India

Languages Known

Arabic	Able To Read, Write and Speak
English	Able To Read, Write and Speak
Hindi	Able To Read, Write and Speak

DRIVING LICENSE

Having a valid U.A.E Driving license

SHORT COURSES**Manipal Institute of Information Technology (Kannur, India)**

Windows 7, MS Word XP, MS Excel XP, Internet and Email

PERSONAL DETAILS

DATE OF BIRTH	Dec 5 th , 1984
NATIONALITY	Indian
RELIGION	Muslim
MARITAL STATUS	Married
VISA STATUS	Residence Visa (Transferable)