

***A MBA graduate with UAE Experience.***



## NIBIN JOHN

### Personal Profile

#### Email

[nkjohn.007@gmail.com](mailto:nkjohn.007@gmail.com)

#### Phone Number

0564207307

#### Nationality

Indian

#### Date of Birth

August-26-1986

#### Total Years of Experience

12+ Years

#### Visa Status

Work Visa - Transferrable

#### Address

Musalla Building  
Clock Tower R/A.  
Sharjah - UAE

#### **UAE Driving License**

**Valid till Dec - 2023**

### Academic Qualification

- Master's in Business Administration - MBA  
Specialized in Marketing Management  
Grade A
- Bachelor of Commerce  
Grade A

### Software Knowledge:

- Advanced Diploma In Information Technology
- Navision ERP
- MS Office 2019

### Work Experience:

Employer	Position	Period of Employment
Architectural Metal Doors FZC (TASK Brand)	Senior Sales Executive	July 2019 to March 2021
Bin Ghurair Metal Industries	Senior Sales Executive	June 2015 to July 2019
Lootah Group UAE	Sales Executive	May 2013 to May 2015
SUN DTH	Business Dev. Executive	Dec 2011 to April 2013
Al Million Companies QATAR	Management Trainee	Oct 2009 to Nov 2011

### Personal Qualities

- Marketing skill & Initiative
- Fast Learner. Communication Skills.
- Result & Quality Oriented.
- Customer Focused
- Trustworthy Believe Organization values.

### Passport Details

#### Passport No

N 2048525

#### Date of Issue

23.12.2015

#### Date of Expiry

22.12.2025

### Duties & Responsibilities:

- Professionally and effectively employs sales skills to achieve targeted sales.
- Increase the level of sales and business mix from individual clients
- Increase share of each market sector
- Maintain an accurate and current database
- Identify and develop sources of potential clients
- Effectively communicate with clients to gain commitment to purchase
- Maintain regular contact with Key Clients
- Effectively communicate with clients via telephone, face-to-face and written communication
- Develop and maintain relationships which benefit both client
- Overcome client resistance/objections to products
- Provide a weekly schedule of planned activities
- Achieve sales activities within specified time scales as directed by General Manager.
- Be able to match appropriate products to clients' requirements.
- Be able to demonstrate a full knowledge of all products, relevant selling points and benefits
- Maintain a current and accurate knowledge of competitor products, be able to highlight their disadvantages and promote relevant benefits
- Keep abreast of competitor activity and recommend any necessary tactical action
- Maintain a current and accurate knowledge of products
- Provide time-phased, qualified reports on achievement and activities
- Plan diary to make effective use of working day
- Maintain accurate records of all contacts with clients
- Handle correspondence related to all selling activities
- Maintain high standard of personal presentation
- Represent in a professional manner at all times
- Liaise with other members of Sales Team to actively promote sales opportunities, exchange information and increase professionalism
- Undertake all responsibilities with reference to procedures.

### Declaration:

*I hereby declare that the above details furnished are true to the best of my Knowledge and belief.*

*Place: Sharjah  
Date: 05.05.2021*

***Nibin John***