

# Faijaz Kappil

## Sales Leader/Sales Executive

Dubai

[faijzkappil5\\_3r7@indeedemail.com](mailto:faijzkappil5_3r7@indeedemail.com)

+971 55 2333 765

Proactive and target-oriented professional with over 4 years of experience in retail, sales and lead generation in wholesale industry in GCC and Middle East. Ability to drive new activities to improve the sales and brand. 4+ year's professional experience as Sales Leader in sectors such as Trading, Import & Export, Wholesale, Luxury, Watches and Retail sector.

## Work Experience

---

### Sales Leader

Chronometer Watch Trading Company

2018 to May 2019

Key tasks: Reporting directly to the Sales Manager, and responsible for managing sales exhibitions and on floor sales.

- Managing and motivating the sales team towards the organizational goal.
- Providing outstanding customer service.
- Managing sales exhibitions and trade events.
- Achieve sales target and boost sales.
- Advise customers by providing information on products.
- Process payments through POS system, cash or credit card.
- Prepare and monitor the inventory in the kiosk on a daily basis.
- Prepare order form for store refill.
- Prepare a daily sales report to the management.
- Operating cash registers, managing financial transactions, and balancing drawers.
- Achieving established goals and kiosk target.
- Introducing promotions and opportunities to customers.
- Cross-selling products to increase purchase amounts.
- Solving customer problems and queries.
- Brand promotion with detailed history.
- Inventory and stock management.
- Calling customers and promoting products.
- Depositing cash on daily basis.
- Roberto Cavalli, Ferre Milano, Rochas Paris, Korloff, Cerruti, Lamborghini, Bentley, Cyrus, Palzilleri are the few major brand portfolios managed all over GCC countries.

### Sales Executive

Al Dawyani General Trading Company

May 2016 to December 2017

Key tasks: Reporting directly to sales Manager, and responsible for lead generation and sales.

- Establishes, develops and maintains business relationships with current customers and prospective Customers in the assigned territory to generate new business.
- Cold calling and presentations to prospective customers.
- Research sources for developing prospective customers and information to determine their potential.
- Develops clear and effective written proposals/quotations for current and prospective customers.
- Expedites the resolution of customer problems and complaints.
- Coordinates sales effort with marketing, sales management, accounting, logistics and technical service groups.

### **Teacher and Trainer**

NGO CSA Christ University - Bengaluru, Karnataka  
May 2013 to November 2015

## Education

---

### **Bachelor of Commerce in Marketing**

Christ University - Bengaluru, Karnataka

### **Certificate**

Christ University - Bengaluru, Karnataka

### **Diploma in Media in Media studies**

Christ University - Bengaluru, Karnataka

## Skills

---

Negotiation, presentation, Leadership, Management, Good Listener