

RESUME



**ABDUL SAMI
TAFFAZUL**

Total experience= 10 years.

Email ID :

samitaffazul@gmail.com

+971582281521

Present Address :

Building no 29, Hor Al Anz Near

Abu baker Siddique Metro

Station, Dubai UAE

Career Objective:

I am willing to work in an environment of challenging work prospect where I can contribute with any experience, technical skills, and practical knowledge. With my hand working and solution oriented view, I am sure I can fulfill the objectives of organization. Strong work ethic with a desire and commitment to succeed and make significant contribution is my prime objective.

Assets:

- Possess demonstrated ability to work effectively and congenially with employees at diverse levels.
- Strongly commercial with excellent communication and influencing skills.
- Ability to quickly adapt myself with the working environment of a new and large organization
- To work under pressure and generally produce good results.
- Underlying good planning, implementation and control aspects.
- Strong Analytical skill,
- Logically reasoning ability and attention to details,
- Fluent in Arabic and English
- Hard work with dedication, Individual work capability.

Academic Profile:

Graduation : **B.Com** in the year **2008**.

Institute : National College of Gulbarga.

University : Gulbarga University

Personal Information:

Age : 37
Sex : Male
D.O.B : 18 May 1984
Father's Name: Abdul Aziz
Nationality : Indian
Languages Known: English,
Arabic & Hindi.

Passport no.: T9419350
Date of Issue: 14/10/2019
Date of Expiry: 13/10/2029
Place of issue: Bengaluru
Karnataka India

Company: JAZEERAH WATCHES LLC:

Worked as a Sales Executive from July 2013 to Jan 2019

RESPONSIBILITIES:

- Conducting market research to identify selling possibilities and evaluate customer needs
- Actively seeking out new sales opportunities through cold calling, networking and social media
- Setting up meetings with potential clients and listening to their wishes and concerns
- Prepare and deliver appropriate presentations on products and services
- Create frequent reviews and reports with sales and financial data
- Ensure the availability of stock for sales and demonstrations
- Participate on behalf of the company in exhibitions or conferences
- Negotiate/close deals and handle complaints or objections
- Collaborate with team members to achieve better results
- Gather feedback from customers or prospects and share with internal teams
- Handling customer questions, inquiries, and complaints.
- Preparing and sending quotes and proposals.
- Managing the sales process through specific software programs.
- Building and maintaining a CRM database.
- Meeting daily, weekly, and monthly sales targets.
- Participating in sales team meetings.

Company: Al Nashar Trading Co.

Worked as a Sales Executive from August 2010 to June 2013

RESPONSIBILITIES:

- Builds business by identifying and selling prospects maintaining relationships with clients.
- Identifies business opportunities by identifying prospects and evaluating their position in the industry researching and analyzing sales options.
- Sells products by establishing contact and developing relationships with prospects recommending solutions.
- Contributes to team effort by accomplishing related results as needed.
- Settings sales goals and developing sales strategies.
- Counter sales inside shop, handling customers in Arabic language

Company: Deco Tiles & Floors :

Worked as a Sales Executive from February 2019 to April 2021.

Declaration:

I hereby declare that the above particulars furnished by me are true to the best of my knowledge and belief. I assure, I will execute my work to the fullest satisfaction of my superiors.

DATE:
PLACE:

ABDUL SAMI TFAZZUL