

SHEFEEK P ABU

+971526105003| shefi916@gmail.com



Professional Summary

An ambitious, highly motivated and energetic sales executive with excellent marketing and business development skills. Experience of managing sales and merchandising for established retail outlets, franchises and international brands. As Results orientated professional with a proven ability to get results, generate revenue, improve service as well as reduce costs. Over 6 years marketing experience of working in competitive industries and successfully identifying, developing and managing new business opportunities within these markets.

Work History



Alpha international household industries L.L.C

Position: Sales Executive (Doing Carrefour market)



01/2018 to till now

- Supervising junior sales representatives
- Researching the market for related products
- Call on prospective customers in order to explain company services and products.
- Record sales or delivery information on daily sales
- Boosting sales in my department every month
- Provided clients with great quotations
- Communicated any new products to our customers
- Write customer orders and sales contract according to company guidelines



Fresh & More Supermarket - سوپرمارکت فریش آند مور - أبو ظبي, أبو ظبي

Position: Sales merchandising

01/2015 to 01/2017

- Maintain communication with management staff of supermarket.
- Prepares reports by collecting, analyzing, and summarizing information.
- Manage Customer & Prospect database.
- Researched, designed & developed Customer Satisfaction and Business Improvement Programs.
- Strong Communication skills with strong business related knowledge.
- Checking near expiry and expiry of products under my responsibility.
- Making daily and monthly report
- Arrange merchandise and sales promotion displays



LuLu hyper market – Bahrain Manama

Position: Sales Executive

- Greets people who walk in the store; respectfully asks if they need assistance.
- Meeting and greeting customers and making them feel welcome
- Provides educated recommendations based on customer's needs and objectives.
- Assists customers in finalizing the purchase of the product; processes type of payment and make sure customer is given a receipt and exact change.
- Immediately attends to customer complaints and works to have it resolved in the fastest way possible,
- Keeps the store clean and orderly.
- Assists with month-end inventory; prepares necessary reports.
- Processed all special discounts given by the store

Education

❖ **+2 Commerce**

Maya College Valappad - Valapad, Kerala

❖ **High School Diploma**

S N Trust Central School - Nattika, Kerala

Skills

- | | |
|--|---|
| <ul style="list-style-type: none"> • Ability and desire to learn • Excellent communication skills • A positive, confident and determined approach • A good level of numeracy • Excellent interpersonal skills | <ul style="list-style-type: none"> • The ability to sell • Negotiation Skills • Computer software's • MS office (word,excel,powerpoint) • Light diving license |
|--|---|

Personal details

- | | |
|----------------------|----------------------|
| • Nationality | : Indian |
| • Date of birth | : 09/06/1991 |
| • Marital status | : Married |
| • Passport no | : T6669645 |
| • Visa status | : Residence visa |
| • Driving license no | : 632664(UAE) |

Language proficiency

❖ To speak. : English , Hindi, Arabic, Malayalam,urdu

❖ To read & write : English, Hindi, Arabic, Malayalam

Declaration

The above information provided is correct to the best of my knowledge and belief. I shall be grateful if you provide me the chance to work with you shall work to best of my abilities and your expectation.

SHEFEEK P ABU