

## SHABEER THAYYIL

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~ Seeking for challenging and growth oriented career in~  
**SALES and MARKETING**  
Location Preference: U.A.E.

*Extensive experience in executing sales and marketing activities and customer relations management*

### PROFILE SUMMARY

**A competent professional with 5 years of experience in: Electronics & Home appliances**

Sales and Marketing  
Retail Management

Customer Relation Management  
Training and Development

Sales promotions  
Stock Management

- Experience in preparing daily report and notifying managers on daily basis
- Proficient in managing & leading teams for running successful process operations & experience of developing procedures, service standards for business excellence.
- Hands on experience in conducting sales promotional activities in accordance with procedures & preparing reports, presentations, manuals and other documents as needed.
- Excellent interpersonal & communication skills with strong abilities in customer relationship management.

### CORE COMPETENCIES

- Engaging and coordinating sales team sessions for understanding about new products and services in the market and to make the strategy for increasing the sales turn over
- Suggesting appropriate solutions for enhancing functional efficiency of the retail shop and achieving business excellence
- Supporting team members for attaining their business targets
- Supporting new joiners by giving better training about products and services for the excellence result for the organization

### ORGANISATIONAL EXPERIENCE

**2015 –2020 Sales Merchandiser**

**Western International LLC. Electronics & Home appliances, Dubai, UAE**

Responsibilities:

- Meet sales targets
- Assist in stock taking processes and movement of stock (including during Events) and notify the Retail Manager of any slow moving stock or low stock levels.
- Providing excellent customer service
- Ensure retail showroom is kept clean and free from rubbish etc.
- Maintain and develop a high standard of presentation and display of merchandise.
- Following operating procedures.
- Assist the Retail Manager with the coding/ pricing/system
- Pack and distribute all wholesale orders.
- Assist with large mail outs; being responsible for daily shipment of internet orders and the appropriate paper work and filling.
- Deal with all customer enquiries as appropriate
- Be polite, courteous, efficient and helpful to customers and colleagues at all times.
- Undertake any other duties for the Retail Manager, in accordance with the responsibilities for this role.

**EDUCATIONS**

**2010                      PRE DEGREE**  
**CALICUT UNIVERSITY - KERALA**

**PERSONAL DETAILS**

Date of Birth:	03 <sup>rd</sup> JUNE, 1994
Address:	Deira, Dubai, United Arab Emirates
Languages Known:	English, Hindi, Malayalam and Tamil
Nationality:	Indian
Marital Status:	Single
Passport Details:	Passport No. L4412612, Expiry Date- 31/10/2023
Visa Status:	Visit visa