

CV.

Personal Information

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Date of Birth: 04.11.1987

Gender: Male



PERSONAL SUMMARY

Over 10 years of European experience in sales and management proving my qualifications and background. I have worked in sales and management early in my career, i am knowledgeable in customer-relationship management and identifying consumer needs. I am passionate about achieving results and making a difference within a company by reaching targets. My key strengths lie inability to procure new and repeat business through contact with corporate clients within a designated area. In addition to this i am able to work to deadlines, self-motivated and resourceful. As a true all-rounder, i have extensive experience of assisting in the creation, management and execution of trade shows and sales campaigns.

Employment History

Senior Sales Associate/"DW Daniel Wellington" Dubai(October 2019- April 2020)

- Constantly assessing the activity of retail competitors.
- Coming up with innovative ways to market store and bring people in.
- Achieving established goals.
- Increasing in store sales.
- Superior product knowledge.
- Maintaining an orderly appearance throughout the sales floor.

Supervisor/"Dsquared" Prague(April 2018-June 2019)

- Controlling operational expenses.
- Driving new business initiatives.
- Analyzing and tracking sales figures.
- Recognizing and rewarding exceptional staff performance.
- Ensuring all customer issues are resolved in a timely manner.

Supervisor/Sales Manager "Euphoria" Amsterdam(July 2016-April 2018)

- Setting high retail standards.
- Answering queries from customers by phone and email.
- Constantly assessing the activity of retail competitors.
- Identifying retail sales opportunities.
- Coming up with innovative ways to market store and bring people in.

Senior Sales Representative “Kanoulas Travel” Corfu Island-Greece(November 2014-July 2016)

- Negotiating and communicating in a professional manner to clients and contractors to maintain and develop commercial relationships.
- Identifying new product and market opportunities, which will be beneficial to the company and drive the development and promotion of these.
- Planning and selling transportations, accommodations, insurance and other travel services.
- Cooperating with clients to determine their needs and advising them appropriate destination, modes of transportations, travel dates, costs and accommodations.

Guest Relation/Sales Manager “Hotel Nabucco” Prague (May 2011-November 2014)

- Ensuring and providing flawless, upscale, professional and high class guest service experiences.
- Analyzing customer feedback and providing strategic direction to continuously improve overall rating.
- Responding to guests needs and anticipating their unstated ones.

Sales Manager/Hotel Donatello-Prague(December 2008-April 2011)

- Responsible for corporate and travel agent room sales for the hotel.
- Clear understanding of the hotel's business strategies, then set goals and to determine action plans to meet those goals.
- Identify new markets and business opportunities and increase sales.
- Represent hotels in various events and exhibition.

Languages

Russian (native)
English (fluent)
Czech (fluent)
Turkish (speaking)
Spanish (elementary)
Greek (elementary)

Education

2009-2011 Czech Management Institute Praha (ESMA-Barcelona)
2004-2008 National University of Uzbekistan, field of study “Political Science”
1994-2004 Linguistic gymnasium #178 in Tashkent

Key skills and competencies

Professional

- Strong negotiation skills and the ability to build relationships at all levels.
- Computer literate and comfortable learning how to use new applications.
- Financially aware, have effective communications skills.
- Ability to work in a fast paced and fast growing business.
- Passionate about helping others.

Personal:

- Ability to communicate clearly and expresses opinions.
- Good attention to detail.
- Computer literate and proficient in Microsoft applications such as Excel, Word, PowerPoint.
- Self-motivated and able to work of own initiative.

Personal Interests

Playing basketball, Reading, Photography, Swimming, World Politics, and Traveling.