

Kashif Naseer

Sales Representative - Dimco International FZC

Dubai

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Second option for contact

00971509199686

Willing to relocate: Anywhere

Work Experience

Sales Representative

Dimco International FZC - Dubai

January 2017 to June 2018

Core Responsibilities as Sales Representative

- To present & promote products and services to customers and negotiate contracts with the aim to maximizing sales and profits.
- As a sales representative we have quarterly and annual sales goals that we strive to meet throughout the year.
- As A sales representative handling B2B business with key customers e.g Union coops, Abu Dhabi coops, Day to Day, Safeer centers.
- Area wise handling Dubai, Abu Dhabi, Al Ain Region for Fmcg Field representative of company
- Having experience to work Under pressure for achieving company goals and targets.
- Having key skills to meet with high level management regarding any query raised with in the business range.

Sales Representative

National Trading & Development Establishment Dubai (NTDE)

July 2014 to July 2016

Core Responsibilities as Sales Representative

- To promote products and services to customers and negotiate contracts with the aim of maximizing sales profits.
- As a sales representative we have quarterly and annual sales goals that we strive to meet throughout the year.
- Sells products by establish high contact and developing relationships with prospects; recommending solutions.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Prepare reports by collecting, analyzing, and summarizing information,
- Maintains quality service by establishing and enforcing organization standards.
- Making different reports like: Sale report, Stock Report, Out of Stock report, Competitors Activity report, Sale report category and brand wise, like snacking, Chocolates, Beverage category products.

Sales Representative

Travel Palace (Pvt Ltd)
2011 to 2013

Core Responsibilities as Sales Representative

- Conduct in person/phone sales using Abacus & Sabre ticketing Software
- Organize and distribute "will-call" tickets.
- Describe venue layouts and seating locations.
- Call customers to advice of event changes and/or cancellations; as may periodically be required.
- Respond to customer inquiries with accurate up-to-date information.
- Maintain a current working knowledge of all events, services, and procedures by reviewing event information sheets and posted or verbal communication.
- Strong customer service skills with the ability to resolve customer conflicts, should they arise.
- Read, write and communicate effectively with co-workers and the general public.
- Deal professionally, courteously and tactfully with the public and coworkers.
- Flexibility to work nights, weekends and/or holidays when needed.

Education

Bachelor of Commerce in Intermediate

(IT) University of Punjab Lahore - Lahore, PK

Skills

solutions. (5 years)

Additional Information

Communication Skills

- Fundamental Proficiency in English Language Course from CAMBRIDGE Institute of Languages & Professional Solutions.