

CURRICULUM VITEA

YASIR. P.A

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Career Objective

To be associated in an organization as an accountant that will provide a career advancement and personal growth wherein my education and experience will have a valuable application.

Professional Experience

- **Designation** : **SALES EXECUTIVE**
- **Clients** : **Silver Medal Advertising & Printing Press in Dubai.**
(From 2021OCT to At Present)

- **Designation** : **MARKETING EXECUTIVE CUM PRO**
- **Clients** : **Alliance Group Of Bakery at UAE (July 2018 to Dec 2020)**

- **Designation** : **ACCOUNTANT CUM ASSISTANT PRO**
- **Clients** : **Alliance Bakery LLC at UAE (Oct 2014 to Jun 2018)**

Responsibilities as SALES/Marketing EXECUTIVE

- Building Relationships With New Customers And Distributors
- Assessing the effectiveness of different product displays and store layouts on sales figures
- Reviewing competitors, including pricing, profit, marketing and other progress
- Experience in preparing and delivering presentations to managers, staff and suppliers
- Getting to know the customer base and understanding their motivation and sales drivers
- Reviewing customer feedback to predict sales trends and seasonal stock demand
- Briefing staff on stock display and rotation to ensure every space is optimized
- Using negotiation and Communication skills to sell new Products in Big and Small Retail-Outlets To Maximize shelf Space
- Handling Sales Enquiries Online ,in via Telephone
- Keep good relation with All Customers
- Manage a team of sales and account management personnel including the effective administration of the company's performance Development Appraisal process
- Work with Sales management to develop and Execute Sales plans for target market Sectors across the portfolio of solution

Responsibilities as PRO

- Controlling and Handling all works for different government departments (Ministry of interior, Ministry of Labour, Tasheel, Municipality etc.) in emirates of Abu Dhabi, Ajman & Umm al Quwain.
- Handling company Trade license Renewal and Establishment card etc.
- Handling and Renewing Partner visa, Partner Family visa, Colleagues family visa.
- Renewal of Company Vehicle Insurance and Vehicle Licenses.

Academic Qualification

- B. com from Calicut University specialized in Finance.
- Professional Accounting (Tally ERP'9, Manual accounting & Peachtree).

Languages Known

- English, Malayalam, Hindi & Arabic- (Read, write & speak)

Computer Knowledge

- Application Packages : Tally ERP 9, MS office 2010, Peachtree, Excel
- Operating Systems : Windows, Linux

Personal Details

Nationality : Indian
Date of Birth : 22-03-1990
Driving License Type: Manual
License No : 66349
Marital Status : Married
Visa Status : Employment Visa (Transferable /Take Work Permit)
Visa Expiry : 20/04/2024

Personal Skills

- I am quick to grasp new ideas and concepts, and to develop innovative and creative solutions to problems.
- I am able to work well on my own initiative and can demonstrate the high levels of motivation required to meet the tightest of deadlines.
- Even under significant pressure, I possess a strong ability to perform effectively.
- Good **problem solving** and **analytical skills**
- Enjoy good physical health
- Enjoy meeting people.
- Able to get along with both superiors and colleagues

Achievements

- Participated in various **Management and Leadership Development programs** in various management institutes.

Declaration

I hereby declare that all the statements furnished above are true and correct according to my knowledge and belief.

YASIR.PA
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