



SHAHEER ANAS KP

SALES COORDINATOR

Fairmont Village Accommodation, Al Quoz,,
Dubai, United Arab Emirates

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ABOUT ME

Shaheer is a highly motivated Sales Coordinator with a sound knowledge of CRM, SCM and ERP. Outgoing sales profesional with track record of driving increased sales, improving buying experience and elevating company profile with target market.Diligent about keeping merchandise presentable and Persuasive in negotiating contracts and diplomatic in communicating with customers and suppliers to build long term, productive relationships.

SKILLS

- MICROSOFT EXCEL
- ERP SOFTWARE - GOLD
- CRM SYSTEM
- SALES FORCE TRAINING
- SCM SYSTEM
- BUDGET AND FINANCIAL OVERSIGHT
- BUSINESS DEVELOPMENT
- INVENTORY MANAGEMENT

PERSONAL DETAILS

Date of birth
16/04/1994

Nationality
Indian

Visa status
Employment (will expire on 31st Oct 2020)

WORK EXPERIENCE

REGENCY GROUP FOR CORPORATE MANAGEMENT

Dubai
Oct 2018 - Present

Sales Coordinator

- Coordinating the sales team by managing schedules
- Analyzing customer shopping data of each outlet to optimize sales efforts and better identify potential customers
- Sales order processing & delivery order creation
- Coordinating price,FOC and Credit release
- Auditing POs and other related documents for the accuracy
- Assist in the preparation & organizing of promotional events
- Working with staff members from other departments such as marketing, purchase and financing to optimize sales

ENSIGN PVT LTD

Kerala, India
May 2018 - Oct 2018

Marketing Executive

- Analyzing the effectiveness of promotional scheme
- Conducting surveys to recognize the purchase behaviour of the customers
- Circulating daily target to the team members and briefing
- Monitoring performance of team members and giving necessary rewards

EDUCATION

PONDICHERRY UNIVERSITY

Pondicherry, India
2018

MBA

MBA - International Business graduate specialized in Marketing and Human Resources

CALICUT UNIVERSITY

2016

BBA

Specialized in Marketing and Human Resource

LANGUAGES

- ENGLISH
- MALAYALAM
- FRENCH

- HINDI
- ARABIC