

**SYED AZEEM PASHA**

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***Career Objective:***

To work in an organization that provides an opportunity to acquaintance and experience. wish to optimally utilize my potential and add value to the organization.

**Professional Synopsis:**

PGDM (Marketing) with overall four years of experience in Furniture sector and Digital marketing, Business development, Indoor sales, & Customer service.

A proactive and result oriented professional with experience and successful track record in Sales.

Submitting requirements on a Daily & weekly basis, Also Achieving the department targets

Expertise in converting leads into sales.

Stocked and replenished merchandise according to store merchandising layouts .

Resolved all customer complaints in a professional manner while prioritizing customer satisfaction

Effective communicator with strong analytical, negotiation, problem solving skills.

Confident and persuasive team player, able to motivate and communicate to achieve exceptional business performance.

Consistently demonstrated professional customer service to external and internal showroom clients.

**Employment Experience**:

Worked as a Sr. Sales Advisor in Danube Build Mart PVT LTD (Hyderabad, India) for the period of 2nd July 2018 to 2ndJanuary 2020.

Worked as Sales Representative in Inhabit furniture’s (Hyderabad, India) for a period of 10th January 2016 to 30th June 2018.

**Job Responsibilities**:

Analyzing sales figures and forecasting future sales

Using information technology to record sales figures, for data analysis and forward planning.

Ensuring standards for quality, customer service and health and safety are met

Resolvin~~g~~ health and safety, legal and security issues

Responding to customer complaints and comments

Touring the sales floor regularly, talking to colleagues and customers, and identifying or resolving urgent issues

Initiating changes to improve the business, e.g. revising opening hours to ensure the store can compete effectively in the local market.

Ensuring all SOP’s are being understood & followed

Visual merchandising in the department & responsible for replenishments.

Customers service, understanding the needs of the customer.

Building a strong core team of customer service representative to take up day-to-day activities

Engaged with customers in a sincere and friendly manners.

Recommended merchandise to customers based on their needs and preferences.

Maintained knowledge of current sales and Promotions.

Analysis of market and understanding the products of competitor’s.

Identified and developed business strategies to improve sales,attract customers and support new and existing accounts

Researched and presented information on features and benefits with current products.

**Reporting to Management**:

Preparation of all sale report on the weekly and monthly bases

Submitting the annual ageing stock and preparing inventory report

Developing and maintaining promotion campaign

Submitting customer data product wise & feedback of the customer

Supported the branch achievement of target profit margins through innovative sales tactics

Academic Details:

PGDM (Marketing) from Dr. B.R Ambedkar University Hyderabad, India(2019).

B.COM (Marketing) from Dr. B.R Ambedkar University Hyderabad, India(2018)

Software Proficiency:

M.S. Excel, word and Power point.

Well versed in Digital Marketing, Hardware & Tally ERP.

Working knowledge in CRM software’s & Related Software’s.

Personal Details:

Date of Birth :28-03-1995

Father’s Name : Mr. Syed Nadeem Pasha Passport :N0695853

Visa Status : Visit Visa

Languages Known : English, Hindi, Urdu &Telugu Country :India

*Syed Azeem Pasha*