



FAISAL ALI SAYED.

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Career Objective

To be able to impart my extensive in Promoting Sales and Customer Service to help contribute to the company's growth while mutually improving my Career as well. Enhance my capabilities and achieve higher level of responsibilities, organizational skill through professionalism and dedicated Hard Work. To be a Team Player for the achievement of the organizational goals with a strong belief in Co-ordinate team effort and prove to be an assets it's affective functioning.

HIGHLIGHTS OF ACHEIVEMENTS

- ❖ Experience in Promoting products and Marketing
- ❖ Worked actively playing a vital role in team environment
- ❖ Known for approachability, co-operation and calm
- ❖ Demonstrated ability to meet deadlines and set priorities.

STRENGTH

- ❖ Innovative mind.
- ❖ Self-confident.
- ❖ Good grasping power.
- ❖ Ability to interact with people.
- ❖ Team player.
- ❖ Leadership quality.
- ❖ Dedicated towards self-responsibilities.

WORK EXPERIENCE

Delivery Person

Noon.com

Duration : April, 2020 - June, 2020

- ❖ Distributing various packages to specified locations within a given time frame.
- ❖ Planning daily travel routes based on locations and time frames.
- ❖ Carefully loading and unloading all packages.
- ❖ Accepting and recording payment for delivered packages.
- ❖ Answering customers' questions and responding to complaints in a professional manner.
- ❖ Investigating any discrepancies with the delivered packages.
- ❖ Obtaining customers' signatures on delivery papers upon completion of each delivery.
- ❖ Cleaning, washing, refueling, and maintaining the company vehicle.
- ❖ Promptly reporting any road accidents and traffic violations to the company.

Operations Executive

Camelicious (His Highness SHAIKH MOHAMMED'S Company)

Duration : May, 2019 - January, 2020

- ❖ Preparation and oversight of the operational budget.
- ❖ Development of strategies and procedures that increase efficiency and maximize profits.
- ❖ Oversight of day-to-day operations.
- ❖ Creation of sales or production goals, often in cooperation with other executives and the chief executive officer.

Events Coordinator/ Operation Manager**Unique Angle Events Management Services, Dubai, U.A.E. September 2017 to Current.**

- ❖ Supervise the daily operations of the Banquet area to ensure compliance with LSOPs, SOPs, orders, safety regulations and procedures and to ensure optimal level of service, quality and hospitality.
- ❖ Meet with the customers to review the Banquet Event Order and to review any changes, issues and/or problems to ensure delivery of the quality product.
- ❖ Manage the personnel by interviewing, training, providing open communication and conducting performance and salary reviews.
- ❖ Built relationships with customers and the community to establish long-term business growth.
- ❖ Directed and coordinated marketing activities and policies to promote products and services.
- ❖ Worked with the communications team to drive internal promotion of company programmes, initiatives, guiding principles and mission.
- ❖ Comply with attendance rules and be available to work on regular basis.

Sales Representative *Sharaf DG (X-Box Gaming).***Dubai, U.A.E • April 2015 to April 2015**

- ❖ Responded to all customer enquiries thoroughly and professionally.
- ❖ Greeted customers in a timely fashion, whilst quickly determining their needs. Placed special merchandise orders for customers.
- ❖ Exceeded team sales goals by 80%. Gitex 2015.

Business Development Executive *Fse Middle East***Dubai, U.A.E • January 2017 to August 2018**

- ❖ Strategise with sales team to prospect and qualify potential customers within assigned geographic territories.
- ❖ Organised focus groups to design the best marketing strategy for product offerings.
- ❖ Developed comparison tables of products and services by researching product pricing, ratings and performance.
- ❖ Quoted prices, credit terms and other bid specifications. Negotiated prices, terms of sales and service agreements.

Sales Representative *SICO Mobile Phones and Tablets***Dubai, U.A.E • March 2014 to May 2014**

- ❖ Supported Chief Operating Officer with daily operational functions. Researched and updated all required materials needed for firm and partners.
- ❖ Implemented marketing strategies which resulted in 12% growth of customer base. Delivered an exceptional level of service to each customer by listening to concerns and answering questions.

OTHER INFORMATIONS:**EDUCATIONAL QUALIFICATION:**

- ❖ SSC from THE CENTRAL SCHOOL, Dubai, U.A.E passed in 2013.
- ❖ HSC from THE CENTRAL SCHOOL, Dubai, U.A.E passed in 2015.
- ❖ Certification in Arabic speaking & typing course.
- ❖ Completed 1st year, In BBA (Amity University, Dubai) in 2016.

COMPUTER LITERATE:

- ❖ Certification in HTML and PHOTOSHOP.
- ❖ Can work in any software if trained.
- ❖ Certification in Microsoft Office.
- ❖ Data Entry & Bar-coding.
- ❖ Internet browsing for research and knowledge development.
- ❖ Various internet soft wares.

OTHER INFORMATIONS:

- ❖ Obtain U.A.E Light Vehicle Driving licenses.
- ❖ Place of issue : Dubai, United Arab Emirates.
- ❖ Date of issue : 19th Jan 2015.
- ❖ Date of Expiry : 26th Feb 2023.

PERSONNAL INFORMATIONS:

- ❖ Nationality : Indian
- ❖ Date of Birth : 19th January 1997
- ❖ Place of Birth : Mumbai, Maharashtra
- ❖ Marital : Single.
- ❖ Languages : English, Hindi, & Arabic.

PASSPORT & VISA INFORMATIONS:

- ❖ Place of issue : Dubai, United Arab Emirates
- ❖ Validity : 14th March 2022
- ❖ Visa Status : Employment.
- ❖ Visa Expiry : March 31st 2020

DECLARATIONS:

I hereby declare that the above information is true and can be proved whenever required.

One chance will be enough for me to prove my ability & sincerity. I sincerely wanted to be a part of your kind organization.

Yours Sincerely,

Faisal A S.