

SAMEER NAVAS PARI
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India Kerala
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CAREER OBJECTIVES:

Seeking a challenging position in a reputed organization where I can learn new skills, expand my knowledge, and leverage my learnings. To get an opportunity where I can make the best of my potential and contribute to the organization's growth

SKILLS:

- 6 Years of experience in marketing and sales UAE B2C and B2B
- 6 Years of experience in business development executive UAE
- 5 Years of experience in Telecom Industry UAE (Du and Etisalat)
- 1 Years of experience in Merchandiser FMCG UAE
- Excellent skills in marketing and business development
- Able to identify and develop new business opportunities
- Previous experience working in telecommunications and delivering results
- Able to work under pressure and with no supervision at all
- Great troubleshooting and problem-solving skills
- I can speak 5 languages fluently

PROFESSIONAL WORK EXPERIENCES:

1: OUTDOOR SALES SPECIALIST B2B and B2C

QANAWAT CONNECT SOLUTIONS LLC Dubai UAE

ETISALAT Premium Channel partner

Position : Senior Sales Specialist /Operations Analyst

Duration : 04-06-2018 to 10-5-2022

4 Year Experience

DUTIES AND RESPONSIBILITIES:

- Sold Telecom products to businesses, managed a target territory.
- Informed customers of deals and promotions.
- Achieve the individual agreed quantitative sales targets for different product and services.
- Actively approach targeted business clients (telephone, email, events, etc.)
- Selling products services using solid arguments to prospective customers.

PERSONAL PROFILE:

Nationality: India

Date of birth: 27th

March 1994

Gender: Male

Marital Status: Single

KEY QUALIFICATION:

- DEGREE BCA
(Bachelor of
Computer not
complete)
Calicut
University
- PLUS TWO
(HSE KERALA)
- SSLC (HSE)

Languages known

English
Hindi
Malayalam
Tamil
Arabic



License: Holding UAE
Driving License
License No:2669823
Issue Place:Abu Dhabi

2: FIELD SALES EXECUTIVE

GO TALK GENERAL TRADING LLC Dubai UAE

DU Premium Channel Partner

Position : Sales Executive

Duration :12/06/2017 to 01/06/2018

1 Year Experience

DUTIES AND RESPONSIBILITIES:

- Meeting with clients virtually or during sales visits.
- Keep prospective client database updated.
- Attending trade exhibitions, conferences and meetings.
- Reviewing sales performance.
- Communication and negotiation skills
- Negotiating contracts and packages

3: MERCHENDAISE

AL SALA FOODSTUFF LLC Dubai UAE

Wholesale Distribution Company

Position : Merchandiser

Duration: 12/06/2017 to 01/06/2018

1Year Experience.

DUTIES AND RESPONSIBILITIES:

- Planning and developing merchandising strategies
- Analyzing sales figures, customers reactions and market trends to anticipate product needs
- Plan and develop merchandising strategies that balance customers' expectations and company's objectives

PERSONAL SKILLS:

Customer Service focused and Sales orientated. Flexible approach towards work. Self-motivated / Self-starter. Able to work in shifts. Problem solving / Analytical skills

DECLARATION:

I hereby declare that the above information furnished is true to the best of my knowledge and belief.

SAMEER NAVAS PARY

Place: Malappuram, Kerala.