



AHMED MOHAMMAD ASLAM

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Objective

To achieve the responsible position in the professional working environment and looking forward to dynamically growing and progressive organization where potential and skills can efficiently utilized in the best interest of the organization.

WORK EXPERIENCE:

EDENRED C3 PAY

Period (05 months)

Position: VAS Officer.

Location: Dubai (UAE)

Responsibilities:

- ❖ Travel within sales territory to meet prospects and customers
- ❖ Conduct calls and face-to-face meetings with customers daily
- ❖ Build and maintain relationships with new and repeat customers
- ❖ Maintain records of all sales leads and/or customer accounts
- ❖ Educate customers on how products or services can benefit them financially and professionally
- ❖ Sell the company's products or services to customers within your given territory
- ❖ Monitor the company's industry competitors, new products, and market conditions to understand a customer's specific needs
- ❖ Work closely with marketing department to help build the brand

Office Zone Trading DMCC

Period (05 Years)

Position: Sales Executive & Purchaser

Location: Dubai (UAE)

Responsibilities:

- ❖ Travel within sales territory to meet prospects and customers
- ❖ Conduct calls and face-to-face meetings with customers daily
- ❖ Build and maintain relationships with new and repeat customers
- ❖ Maintain records of all sales leads and/or customer accounts
- ❖ Educate customers on how products or services can benefit them financially and professionally
- ❖ Sell the company's products or services to customers within your given territory
- ❖ Monitor the company's industry competitors, new products, and market conditions to understand a customer's specific needs
- ❖ Work closely with marketing department to help build the brand

Al-MUSALLA Office Equipment

Period (06 Months)

Position: Outdoor Salesman

Location: Dubai (UAE)

Responsibilities:

- ❖ Identify and establish contact with potential customers
- ❖ Schedule and perform product demonstrations with potential customers
- ❖ Develop and maintain relationships with existing customers
- ❖ Attend industry trade shows to identify potential sales leads and make meaningful contact with existing customers
- ❖ Ability and willingness to travel for trade shows, demonstrations and client meetings
- ❖ Follow industry trends to identify new opportunities for potential sales
- ❖ Recommend marketing strategies to target a specific region or demographic
- ❖ Generate and submit sales reports to management

SHOPPER'S STOP

Period (02 Years)

Position: Salesman

Location: India

Responsibilities:

- ❖ Welcomes customers by greeting them; offering them assistance.
- ❖ Determines annual unit and gross-profit plans by implementing marketing strategies; analyzing trends and results.
- ❖ Establishes sales objectives by forecasting and developing annual sales quotas for regions Greet clients, visitors and guests as they enter into office
- ❖ Provide information regarding products or services of the company
- ❖ Answer inquiries regarding services and availability of the personnel
- ❖ Schedule, reschedule and cancel appointments
- ❖ Ask customers if they would like to be assisted.

EUREKA OUT SOURCING SOLUTION Pvt. Ltd (BPO)

Period (02 Year)

Position: Customer Service Representative

Location: India

Responsibilities:

- ❖ Prepares for customer inquiries by studying products, services, and customer service processes.
- ❖ Responds to customer inquiries by understanding inquiry; reviewing previous inquiries and responses; gathering and researching information; assembling and forwarding information; verifying customer's understanding of information and answer.
- ❖ Records customer inquiries by documenting inquiry and response in customers' accounts.
- ❖ Improves quality service by recommending improved processes; identifying new product and service applications.
- ❖ Updates job knowledge by participating in educational opportunities.
- ❖ Accomplishes customer service and organization mission by completing related results as needed.

ACADEMIC QUALIFICATION:

- HSC in Commerce from Maharashtra Mumbai India.
- SSC from Maharashtra Mumbai India.

SKILLS

- Very Good Communication & Interpersonal Skills
- Can Work Independently or in Team Work as a leader or participant
- Self-Motivated, Self-Confident and decisive.
- Ability to use different kinds of office tools appliances.
- Able to learn any new work experience required.

PERSONAL INFORMATION

Date of Birth	:	28-08-1993
Nationality	:	Indian
Gender	:	Male
Marital Status	:	Single
Visa Status	:	Freelance visa available till 2025
Languages	:	English, Hindi & Urdu
Driving License	:	Available

References (Available on Request)

Applicant: Ahmed Shaikh
