

SHABIN MON N

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**Current Location – Al Qusais
Dubai, United Arab Emirates**



PROFILE

I am an energetic, ambitious person who has developed a mature and responsible approach to any task I undertake, or situation that I am presented with. As a graduate with a total of above 6 years of UAE experience, I am excellent at working with others to achieve a certain objective on time and with excellence.

WORK HISTORY

➤ **Sales Executive - May 2021 - Present**

(On notice period)

Goldberg Chemical Solutions LLC

Dubai, United Arab Emirates

- Analyzed past sales data to develop realistic sales goals.
- Responsible for meeting potential customers so as to win new business/clients, maintaining good relationships with existing customers, and gaining repeat business wherever possible.
- Utilized internal lead referral tools to solicit new business opportunities and contacts.
- Evaluated costs against expected market price points.
- Researched sales opportunities and possible leads to exceeding sales goals.
- Presented product details and managed sales pipelines to drive new business opportunities to commercial success.
- Held meetings with customers to identify techniques to overcome sales obstacles.
- Remained current on industry trends to better understand customer needs, product effectiveness, and sales tactics.
- Maintained detailed records of sales progress, inventories, and marketing success to better align goals with company priorities.

➤ **Security Officer – October 2015 – April 2021**
Ejadah Asset Management Group
Dubai, United Arab Emirates

- Gathered information, identified and implemented resolution, planned follow-up and logged and filed an incident report to successfully manage complaints.
- Monitored central alarm systems for fire, intrusion, and duress alarms.
- Screened individuals and prevented passage of prohibited articles into restricted areas
- Greeted guests professionally and courteously to cultivate a welcoming atmosphere while making safety a top priority.
- Reviewed camera and system feeds and alerted proper respondents regarding discrepancies.
- Acted quickly during emergency situations to reduce the opportunity for damage and injury.
- Performed pat-downs to look for unauthorized materials and weapons.
- Checked and verified photo identification prior to granting facility access.
- Inspected suspicious activities and monitored premises for criminal acts and rule infractions.

➤ **Sales Representative March 2015 – October 2015**
Alif Traders – Britannia & Colgate products
Kanyakumari, India

- Enhanced marketing and sales strategies to increase profitability and develop an organizational pipeline.
- Evaluated inventory and delivery needs and optimized strategies to meet customer demands.
- Expanded customer base and boosted profit within the product line.
- Increased sales by offering advice on purchases and promoting additional products.
- Determining problem areas and resolving issues related to profitability and business objective achievement.
- Identified prospective customers by using business directories and following leads from existing clients.
- Stayed current on company offerings and industry trends.

EDUCATION & QUALIFICATIONS

- Master of Business Administration - Supply Chain Management
Brilliant Institute of Management Studies - 2019
Dubai, United Arab Emirates
- Bachelor of Business Administration
Noorul Islam College of Arts & Science - 2015
Kanyakumari, India

Skills

- MS Office
- Sales processes & Relationship building
- Business development and planning
- Excellent Communication & Good Telephone Etiquette
- Creative problem solving
- Safety and security
- Shipping procedures understanding
- Organization and Time Management & Self-Motivated

ADDITIONAL DETAILS

DOB - 08/12/1993

Gender - Male

Nationality - Indian

Languages known - English, Malayalam, Tamil, Hindi

DECLARATION

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

SHABIN MON N