

# EZOZ KHAITOVA

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Nationality: Uzbekistan

## EDUCATION

Tashkent State Technical University, graduated 2010

Dubai Driving License category B valid until 2023

## LANGUAGES:

- English - Fluent
- Russian - Native.
- Turkish - Good.
- Arabic - Beginner.
- Uzbek - Fluent.

## PERSONAL STRENGTHS:

Ability to learn quickly and adapt to changing environment.

Excellent communication skills

Strong understanding of sales principles and customer service practices.

## PROFESSIONAL SUMMARY

A highly effective sales professional and project manager experienced in leading teams to achieve sales objectives and maximize sales revenue across multiple organizations. Proven to company objectives through strategic thinking, excellent project planning, and effective use of resources. Strives to contribute exceptional sales techniques and leadership abilities to benefit a company within the sales division. Sales professional. Recognized leader with an excellent communication and persuasive skills. Looking for a challenging position allowing me to show my strength and skills by achieving set goals.

## PROFESSIONAL EXPERIENCE

**“DRESSBEST UNIFORM” Inter DBU Textile trading L.L.C, Dubai - UAE as *Sales & Marketing Manager*.**

***February 2020 - October 2021***

- Doing research of potential clients, upcoming projects, negotiation of the contracts conditions.
- Experience in developing business opportunities within existing client bases.
- Business meetings arrangement. Presentation of the fabric, designs.
- Analysed competitive products in terms of reliability and features.
- Worked on more than one sales project at a same time.
- Communicated with clients and merchants to improve and develop business relationships, in addition to maintaining constant follow-up on their feedback.

***October 2018 - January 2020 - Maternity Leave***

**“CHARLOTTE TILBURY” ALSHAYA GROUP, Dubai - UAE as *Senior Sales Executive - Assistant Sales Manager*.**

***November 2017 - October 2018***

- Supervising sales and beauty team, setting sales goals.
- Collect and analyze data on customer's needs.
- Organizing events such as the Professional Make Up Look - ‘The Celebrity’ make up ways as a part of preparation for the “Red Carpet” and Fashion magazines “Vogue”.
- Contribute in managing the visual display of the products in accordance to Company Standards and ensured a smooth store operation.

**“ROBINSONS” AL FUTTAIM GROUP, Dubai - UAE as *Senior Sales Executive - Team Leader*.**  
***December 2016 - November 2017***

**Robinsons - leading fragrance and beauty department sales team:**

- Coaching and supervising fragrance and beauty department team.
- Highest sales number among the team achieved constantly.
- Provide an exceptional customer service experience by demonstrating an excellent knowledge of the fragrances, skin care and cosmetics offered by “Robinsons”.
- Building customer trust.