

SHAHIN SHAMSUDDEEN SHAMS
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Career Objectives:

To work for an organization that provides me the opportunity to improve my skills and knowledge to grow along with the organization objective.

Profile Summary:

- An enthusiastic Professional with highly motivated and leadership skills having Bachelors of Business Management.
- Eager to learn new technologies and methodologies.

Personality Traits:

- Highly motivated and eager to learn new things.
- Strong motivational and leadership skills.
- Excellent communication skills in written and verbal both.
- Ability to work as individual as well as in group.

Academic Qualification:

Completed Bachelors of Business Management from Mes College of Arts and Commerce, Kerala, India

Experience:

Resident Relationship Manager at KVR Nexa in Talap, Kannur (February 2020 to October 2020)

- Conduct market research to identify selling possibilities and evaluate customer needs.
- Seek out new sales opportunities through cold calling, networking and social media.
- Set up meetings with potential clients and listen to their wishes and concerns.
- Negotiate/Close deals and handle complaints or objections.
- Ensure the availability of stock for sales and demonstrations.

Customer Support Representative at Skylines Tax Consultancy in Dubai, U.A.E. (Sept. 2017 to Sept. 2018)

- Open and maintain customer accounts by recording account information.
- Recommend potential products or services to management by collecting customer information and analyzing customer needs.
- Manage large amounts of incoming calls.
- Generate sales leads.
- Follow communication procedures, guidelines and policies.

Cashier at Al Madina Shopping Center, Sharjah U.A.E (June 2018 to July 2019)

- Scan Goods and Collect Payments.
- Maintain clean and tidy checkout areas.
- Issue Change, Receipts or Refunds.
- Count Money in Cash Box, at the beginning and at end of shifts to ensure that the amounts are correct and that there is adequate change.
- Greet Customers when entering or leaving the establishment.

Internship Details:

- Project Topic: Employee Motivation at Suzuki Motors, Kannur.
- Duration of the Project: 12 weeks.
- Description: About how the motivation is given to the employees in the organization.

Extra-Curricular Activities:

- Participated in Intercollege Management Fest conducted by Acharya College, Bangalore.
- Participated in HR Event Organized by Koshy's College, Bangalore.
- Participated in Abhiyog Conducted by Rajiv Gandhi Institute of Technology, Bangalore in the Event "Best Manager".

Personal Details:

- Languages Known: English, Malayalam, & Hindi
- D.O.B: 25th Feb 1991.
- Address: 'Shams', Parimadom, New Mahe P.O, Kannur Dist. Kerala. 673311.
- Hobbies: Playing Cricket, Football, Volley Ball & Swimming.
- Visit Visa Valid Until : 10/04/2021
- Marital Status: Married

I am currently in Dubai and will be available on (+971) 588063571 for an Interview.

Declaration:

I hereby declare that the details mentioned above are true to best of my knowledge.

SHAHIN SHAMSUDDEEN SHAMS