

RESUME



ABDUL SAMI TAFFAZUL

Total experience= 10 years.

Email ID :

samitaffazul@gmail.com

+971589937752

Present Address :

Building no 29, Hor Al Anz Near Abu
baker Siddique Metro Station,
Dubai UAE

PERSONEL INFORMATION

Age : 37
Gender : Male
D.O.B. : 18 May 1984
Father's Name : Abdul Aziz
Nationality : Indian
Languages : English, Arabic & Hindi
Passport No : T9419350
Date of Issue : 14-10-2019
Date of Expiry : 13-10-2029
Place of Issue : Bangalore,
Karnataka, India.

Career Objective:

A customer focused sales professional with a proven aptitude for learning and demonstrating new products. A highly engaged and positive team player with a strong customer focus and the motivation to deliver exceptional Sales Results. Energetic self-starter inspired by a passion for sales who is able to quickly and consistently bring in new customer accounts. Experienced in covering full assigned territory to develop new accounts, ensure high customer satisfaction and improve sales revenue.

Assets:

- Possess demonstrated ability to work effectively and congenially with employees at diverse levels.
- Strongly commercial with excellent communication and influencing skills.
- Ability to quickly adapt myself with the working environment of a new and large organization.
- To work under pressure and generally produce good results.
- Underlying good planning, implementation and control aspects.
- Ability to stay calm in stressful circumstances.
- Logically reasoning ability and attention to details.
- Fluent in Arabic, Hindi and English.
- Problem solving and decision-making abilities.

Academic Profile:

Graduation : B.Com in the year 2008.

Institute : National College of Gulbarga.

University : Gulbarga University

**DECO TILES & FLOORS
(INDIA)
POSITION: SALES
EXECUTIVE
FEB2019 – APRIL2021**

RESPONSIBILITIES:

- Maintain order of shelves and items.
- Served customers promptly and knowledgeably.
- Operated point of sale system.
- Kept inventory and served customers.

**JAZEERA WATCHES LLC
(UAE)
POSITION: SALES
EXECUTIVE JULY 2013 –
JAN 2019**

RESPONSIBILITIES:

- Conducting market research to identify selling possibilities and evaluate customer needs.
- Actively seeking out new sales opportunities through cold calling, networking and social media.
- Setting up meetings with potential clients and listening to their wishes and concerns.
- Prepare and deliver appropriate presentations on products and services.
- Create frequent reviews and reports with sales and financial data.
- Ensure the availability of stock for sales and demonstration,
- Participate on behalf of the company in exhibitions or conferences.
- Negotiate/close deals and handle complaints or objections.
- Collaborate with team members to achieve better results.
- Gather feedback from customers or prospects and share with internal teams.
- Handling customer questions, inquiries, and complaints.
- Preparing and sending quotes and proposals.
- Managing the sales process through specific software programs.
- Building and maintaining a CRM database.
- Meeting daily, weekly, and monthly sales targets.
- Participating in sales team meetings.

**AL NASHAR TRADING
COMPANY (KSA)
POSITION: SALES
EXECUTIVE
AUG 2010-JUNE 2013**

RESPONSIBILITIES:

- Builds business by identifying and selling prospects maintaining relationships with clients.
- Identifies business opportunities by identifying prospects and evaluating their position in the industry researching and analyzing sales options.
- Sells products by establishing contact and developing relationships with prospects recommending solutions.
- Contributes to team effort by accomplishing related results as needed.
- Settings sales goals and developing sales strategies.
- Counter sales inside shop, handling customers while using Arabic language.

DECLARATION:

I hereby declare that the above particulars furnished by me are true to the best of my knowledge and belief. I assure, I will execute my work to the fullest satisfaction of my superiors.

SCAN TO VIEW MY LINKEDIN PROFILE



DATE:

ABDUL SAMI TAFFAZUL