

NAHIM HUSSAIN KANA

SENIOR SALES EXECUTIVE



KEY SKILLS

- MANAGEMENT
- MARKETING & OPERATIONS
- COMMUNICATION
- CUSTOMER SERVICE



nahimh01@gmail.com



+971 -562521642



Immediately Available



Light Vehicle Automatic



Dubai



OBJECTIVE

Looking for a position that will build on my skills and provide ample scope for growth and contribute to the organization goals by effectively using the conceptual skill and knowledge through education and work experience.



EDUCATION

2010-2012

HEBA

St. Aloysius College, Mangalore

SBSE

2012-2015

BACHELOR OF COMMERCE

MITs, Mangalore

Mangalore University



OTHER QUALIFICATIONS

MS Office (MS Word, MS Excel, MS Publisher & MS PowerPoint)

Tally 7.8 / DCA / SAP



WORK EXPERIENCE

Senior Sales Executive



TRADEWAYS INTERNATIONAL FZE, Dubai, UAE.



July 2020 – Jan 2022

- Cultivating solid relationships with major customers to ensure a continuous flow of sales revenue.
- Identifying promising prospects through cold-calling, networking, and customer referrals.
- Ensuring that all sales administration and customer service activities run smoothly.
- Analysing sales metrics to determine whether current sales strategies are effective.
- Conducting in-depth research on competitors' products, pricing, and market success to gain insight into customer preferences and interests.
- Providing overall guidance to newly-recruited Sales Representatives.

Merchandiser cum Sales Executive



GOLDEN TOOLS TRADING LLC, Dubai, UAE.



February 2018 – June 2020

- Managing sales and merchandising targets and objectives set for the assigned products.
- Achieve revenue targets and optimum SKU wise distribution across all specified outlets as assigned by the Sales Manager.
- Implement and ensure effective merchandising and visibility standards as per the planogram, POS materials/Price Tags.
- Maintain good rapport with customer – key management staff of retailers in the assigned territory.
- Update the customer on new listings, product information, bar codes etc.

Sales Executive



ATLAS JEWELRY, Mangalore, India.



August 2015 – October 2017

- To display, maintaining stock, arranging golds and diamonds.
- Stock handover to sales person.
- Checking inventory on daily basis.
- Giving knowledge about my product to our sales person.



LANGUAGE PROFICIENCY

English	★ ★ ★ ★ ★
Hindi	★ ★ ★ ★ ★
Kannada	★ ★ ★ ★ ★
Malayalam	★ ★ ★ ★ ★
Arabic	★ ★ ★ ★ ★



PERSONAL SKILLS

Flexibility/ Adaptability	██████████
Solving problems	██████████
Planning/Organizing	██████████
Management Skills	██████████



PERSONAL PROFILE

Father's Name : U. K. Hussain Kana
DOB : 06/06/1994
Nationality /Passport : Indian
Sex : Male
Marital status : Single
Driving License : Light Vehicle Automatic



SINCERELY

U. K. Hussain Kana