

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.

