

**Shahid Abdul Khan**  
**Sales Specialist**  
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## Personal Details

### Address

Deira – Dubai – UAE

### Visa

Cancelled

### Valid UAE Driving Licence

Passport No – Z2794450

### Nationality

Indian

## Personal Skills

- Time Management
- Team work
- Adaptability
- Decision making
- Quick learning
- Ability to work under pressure

## Education

Higher Secondary School

## Software

- Win soft Operating
- SAP
- Microsoft Office (Excel, word, power point)

## CAREER SUMMARY

**Sales Executive with 12+**years of successful sales Experience with strong social skills & strong relationship builder with clients. expert knowledge of selling process, fully recognize human and emotional aspects of buying and selling with highest customer Satisfaction standards

## KEY SALES KNOWLEDGE & SKILLS

- Invoicing
- Documentation
- Sales Business to Business
- Sales Business to Customers
- Social Media Networking
- Customer Service
- Cash Handling

## WORK EXPERIENCE

### Sales Specialist

**Sampa Middle East – FZCO - Dubai**

**Mar-2023 to June 2023**

Involving in Selling of European Trucks & Trailer Parts

- Created & Presented Sales presentation to Customers, Sales Team to promote value of joint solutions.
- Utilized active listening to meet demands and needs of customers in new & Innovative ways.
- Understood & promoted relevant programs & promotions to maximize sales opportunity.

### Sales Executive

**Desert Face Trading LLC- Dubai**

**Apr-2013 to Feb-2022**

Involving in Selling of European Trucks & Trailer Parts

- Dealing with company own brands Products such as Mercedes, Volvo, DAF, Scania, Man, Iveco etc for local & Export Customers.
- Created & implemented sales strategies to successful meet company requirement.
- Produce high value orders effectively to meet customer demands.
- Optimized sales methods to acquire, develop relationship with retain customers.
- Represented sales trade exhibitions, events for the bestselling of company products.
- Distribution of Pamphlets & other written materials to encourage consumers to purchase products.

## Languages

- Arabic -Fluent
- English – Fluent
- Hindi – Fluent
- Urdu – Fluent

## Achievements

1)Successfully Promoted to senior Sales Executive from Hard working skills

2)Responsible to manage Branch Cash, Depositing from trustworthiness skills

## Salesman

European Centre -Auto Spare Parts - Kuwait

Jan-2007 to Dec-2010

### Involving in Selling of Auto spare parts -Multiple brands

- Work as a counter sales man dealing with Multiple brands likes SACHS, DT, HENGEST, BOSCH, MAHLE, ETC
- Engaged with customers to better understand needs and deliver excellent Service.
- Resolve customer queries and problems using effective communication and providing step by step solution.
- Involving in Maintenance of Cash Register, Counting & depositing to Banks.

## Store Keeper

Salman Al Saedan Establishment – Saudi Arabia

June -2000 to Dec-2004

- Under direction coordinates the daily operation of the ware house perform variety of shipping and receiving stocking activity.
- Distribute supplies and equipment, maintain inventory and stock record.
- Kept detail inventories of supplies ensuring bar areas were strategically stock to maintain efficient workflow.