

Shahid Abdul Khan
Sales Specialist
Email: Shaheedkhan701@gmail.com
Contact No: +971 582453040



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 delver 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.