

HARIS M.K.

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8 Years of Experience (Store Management, Business Development, Sales and Marketing) & **Valid UAE Driving License** - from Dubai



Summary

A self-motivated and independent outdoor and indoor sales / business development representative with solid documentation of successful sales performance, Excels at prioritizing projects to achieve maximum sales volume. Being accurate and responsible I would always be contributing constructively, with complete utilization of my experience and education towards the multifaceted growth of the organization.

Work Experience

Branch In-charge (Store Supervisor) at Al Malaki Mobile Phones Tr. LLC, Dubai, U.A.E - Since February 2018 (2 years and 5 months)

- Oversee the sales process to attract new clients. • Work with senior team members to identify and manage risks. • Maintain fruitful relationships with clients and address their needs effectively.
- Research and identify new market opportunities. • Prepare and deliver pitches to potential investors. • Foster a collaborative environment within the organization • Ensuring high levels of customers satisfaction through excellent service. • After sales and service

Sales and Marketing Executive at Tele link Co. LLC, Sharjah, UAE

April 2016 – February 2018 (1 year and 10 months)


- Generating leads and potential customers. • Monitors competitor's activities. • Sell the products. • Conduct Product promotions. • Helps customer to make selections by building customer confidence, suggesting and explaining market reviews. • Manage Customer, product and sales documentation • POS operation through cash, card and other payment modules. • Keep clients updated by notifying them about the latest models and specification comparison. • Contributes to learn effort by accomplishing related results as needed

Visual Merchandiser at Vodafone, Kerala, India January 2014 - March 2016 – (2 Years and 1 Month)

- Managing the inflow of leads with an emphasis on high quality leads • Processing leads in a timely and comprehensive manner to ensure customer satisfaction • Developing creative pitches and propositions aimed at specific industry sectors. • Proactively following up leads generated by liaising with Sales heads.
- Highlighting issues through feedback and recommending changes in workflows, procedures and service levels to meet customer needs and to ensure quality service at all times • Managing the database to a high degree of accuracy to ensure targeted marketing activity can take place to generate new business •

Negotiating commercial terms within set guidelines • Liaising effectively with all departments within the organization to ensure customer requirements are met.


Certifications


 **DCA-** (MS Office, Internet Applications & Operating System)
PG Academy, Edappal, Kerala, India - May 2012

 **CALL CENTER TRAINING**
Anglo Academy Edappal, Kerala, India - September 2014

Educational Details

 Degree, Bachelor of Commerce. 2015 - Grade: B

 Plus two, Commerce, General, 2012 - Grade: B

 S S L C, Public Board Examination Kerala, 2010 -Grade: B

Languages

Languages Known: English, Hindi, Arabic, Malayalam and Tamil

Personal Details

Date of Birth : 07-12-1993
Marital Status : Married
Nationality : Indian
Passport No : L1399503
Visa Type : Employment Visa

References: - References, Original Certificates and Reports available on request.

Declaration: - I hereby declare that all the information's provided above are true & correct to the best of my knowledge.

Place : Dubai, UAE

Date :